A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

November 18, 1963

Business Bulletins *from around the world*

BELGIUM—Upjohn S.A., affiliate of Upjohn International, Inc., Kalamazoo, Mich., opens new plant at Puurs. Factory eventually to produce wide variety of Upjohn's pharmaceutical products.

National Scientific Policy Committee announces Belgium to concentrate scientific efforts on research in outer space, human genetics, medical enzymology. About $620,000 already allocated to these projects; additional allocations authorized.

CHAD—Flour mill being built near Fort Lamy by Les Grands Moulins du Tchad, subsidiary of Les Grands Moulins de Dakar.

CONGO (Brazzaville)—Economic-Minister announces $8 million road-building program to be financed by local investment generated through consortium of bankers and businessmen.

GREECE—Government approves application of First National City Bank of New York to establish branch office in Greece, expected to begin operations in near future. Establishment must be completed by end of June 1964.

INDIA—Newspapers report Government agrees to abolish bond system applicable to all Nepali trade goods transitting India. Agreement, reportedly reached during the Indo-Nepal trade consultations of October 17-23, to take effect after December 1. India to provide transit facilities for Nepal-Pakistan trade. Nepal to avoid levying discriminatory tariffs on Indian goods.

An "India-Pakistan Middle East Conference" has been formed among 33 shipping lines engaged in cargo transport between ports in India and Pakistan and Middle Eastern shipping centers. From October 1, 1963, Conference freight rates are much lower than hitherto, according to U.S. Consulate General, Bombay. Five American and three Indian companies, which operate regular services between India and the West, are included in the Conference.

INDONESIA—Contract concluded by Indonesian Embassy at The Hague, with Dutch firm, N.V. Billiton Maatschappi, for smelting at Arnhem all Indonesian tin ore formerly sent to Penang. Indonesian officials claim new contract will save 5% in transportation-handling charges.

IRAQ—Trade and economic assistance agreements with Italy signed October 1. Iraq to export annually $8.5 million worth of petroleum products, dates, grains, animal products in exchange for $19.5 million worth of Italian canned foodstuffs, textiles, machinery, automobiles, chemical fertilizers, rubber products and leather goods. Italy to assist private Italian firms in granting credits to Iraq in fields of agriculture, industry, communications.

IRELAND—November 1 removal of customs duty—in effect since Dec. 6, 1962—on imported wheat (3 pounds 10 shillings per ton) eliminates all duties on imported wheat.

ITALY—$80 million loan agreement signed with Brazil for financing hydroelectric project at Urubupunga in south-central Brazil, to be undertaken by Gruppo Industrie Elettromeccaniche per Impianti all'Estero, Italian consortium.

KOREA—Export industrial center to be constructed near Seoul by Korea Industrial Corp., utilizing capital and know-how of Korean businessmen resident in Japan. Corporation formally organized in October. Plans, with authorized capital amounting to 30 million won (approx. U.S. $231,000), were submitted to Government earlier. Proposal calls for constructing 20 plants to supply $30 million in exports in first year.

MEXICO—Prohibition on imports of untanned hides and skins lifted. (*International Commerce*, September 2, inside front cover).

NIGERIA—Eastern Region Government has staff of specially-trained agricultural technicians working with pioneer group of farmers to introduce large-scale jute production. Region's cash crops now include palm products, rubber, cocoa, cashew, sesame, soybeans.

PARAGUAY—Ministry of Industry and Commerce announces construction in Asuncion of plant producing pressed wood, laminated wood, and plywood to begin in early 1964. Plant will be joint venture of Paraguayan firm, Salay y Cia, and Panamanian industrialist, M. Koll Nescher. Construction of plant is in line with efforts to develop industries processing Paraguay's basic commodity exports, taking advantage of LAFTA concessions obtained on these products from Argentina.

SWITZERLAND—Brown Boveri's recently dedicated million-dollar plant in Lima, Peru, to employ 160 workers and produce control panels, substations, and transformers.

Double-taxation agreement recently negotiated on preliminary basis with Greece. Agreement to be modeled on convention prepared by OECD (Organization for Economic Cooperation and Development) fiscal committee.

TANGANYIKA—National Insurance Co., with capital investment of $700,000, to begin operations by end of year. Money subscribed by British, German, Swiss, Indian insurance companies in partnership with Tanganyika Government. In past two yrs., local insurance companies have invested $560.000 in Tanganyika.

$5.6 million Commonwealth Assistance Loan announced. Funds to be used for financing Nyumba Ya Mungu dam on Pangani River, all-weather bridging for certain main roads, pilot agricultural settlement schemes, and on import components for certain other Government projects.

TURKEY—Completion of Eregli Steel Mill reportedly expected in early 1965. Mill to have actual annual capacity of 400,000 metric tons of rolled steel products with eventual expansion to 1 million tons annually. Tin-plate rolling mill to enter production in summer 1964 to substitute for Turkish imports and to encourage expansion of canning industry.

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the cover

Rumbling in convoy past Rome's Arch of Constantine is a computer headed for the Bank of Naples. See pages 2 to 4 for an account of the "back-to-school" methods used by IBM World Trade Corp. as it builds markets in Europe, Africa, Asia, the Americas, and Australia—markets which can only be reached by specially trained personnel catering to specially trained customers.

International Commerce

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Special Report

U.S. firm conducts worldwide 'university'

Pages 2-4

FEATURES

5 Rules of road for 'two-way street' of world trade cited in Detroit
6 Coming holiday season demands speed export maneuver
7 Four ceremonies honor 6 winners of 'E-for-Export' awards
12 Neil Hurley's column

WORLDWIDE BUSINESS OUTLOOK

9 Mexican President cites gains, calls for balanced development
10 Falling imports may bring Uruguay's trade into balance
11 Moroccan growth continues through normally slack season

TRADE FAIRS AND CENTERS

13 Construction machinery manufacturers invited to Munich show

FOREIGN GOVERNMENT ACTIONS

14 Indian committee proposes more effective steel allocations
15 Argentina to protect industrial models, designs
16 Chad Government enacts liberal investment code

INVESTMENT OPPORTUNITIES

18 Mission to Malaysia cites 29 business opportunities
20 Kenya approaches independence, welcomes capital investment
21 $9-million sugar project in Nyasaland in blueprint stage

WORLD TRADE OPPORTUNITIES

22 Several countries open project, ask for bids
23 Leads for exporters
34 International representation
36 Additional projects opened
37 Leads for importers
38 Construction projects
39 Visiting buyers and officials

New Books and Reports, page 40

VISTA OF BRASILIA: Encompassed by classical clock atop World Trade Corp.'s recently established branch office, ultra-modern buildings of Brazilian capital loom almost ethereally in background. As elsewhere, the government here is a leading customer served by the globe-girdling WTC.

'Keeping up' with IBM

Education never obsolete as World Trade Corp.'s customers master machines

By STANLEY LICHTENSTEIN
Staff Writer

Every 24 hours or so, new developments make it appropriate to say, "They don't make computer systems like they used to." That is why thousands of IBM employees and customers around the globe are perennial students—destined never to leave school because "keeping up" is a constant preoccupation.

The secret of IBM World Trade Corp.'s phenomenal success lies in a formula which mixes nuts, bolts, and the humanities. The results are spectacular, the methods colorful. What the company is doing, in effect, is to conduct a worldwide university.

Wide blue yonder

From a 1950 figure of $51 million—registered in the first full year of operation—the IBM World Trade Corp.'s gross earnings rose some 629% to $372 million by 1960 and another 76% to more than $653 million in 1960-62. When IBM domestic and foreign operations are taken together, since 1955—the year when the big commercial push in electronic computers began—total revenues have gone up 270% to $2.6 billion in 1962. Profit margins are even wider, spurting 317% to $303.5 million in 1962, with net return on revenues amounting to 11.8%.

Exports to the fore

IBM World Trade Corp.'s role is pivotal. It is expanding faster and is expected before long to overtake the state-side enterprise. As President Gilbert E. Jones says:

"We have a lot going for us that the domestic company does not have. In the first place, we have a much bigger territory, with a much smaller base of IBM equipment installed. Secondly, the computer penetration in many industries is less, and also the uses to which computers are put are less developed than in the United States. Thirdly, in Europe, by far our biggest overseas market, there is a widespread shortage of white-collar workers, and there is a greater movement towards handling their tasks by machines."

Man is master

But machines need men and the men need know-how. To provide this, IBM since 1933 has been building an educational network. The company spends about $60 million a year to operate schools in some 40 U.S. cities and more than 50 countries.

Staff members are eligible for general education courses and specialized training both in IBM classrooms and in accredited schools, colleges and universities to which they may be sent at company expense. A broad range of knowledge is covered, with public speaking and mathematics cheek-by-jowl with other

interesting bedfellows. Multi-language correspondence courses are available for electronics, data-processing, and other specialties. In 1963, some 400 World Trade "customer engineers" have been receiving training in the United States under company auspices.

Army

Among the army of students flocking to IBM Educational Centers each year are 100,000 customers, added to the 100,000 IBM U.S. and overseas employees trained or retrained annually. Included are company presidents, general managers, board members, management consultants, engineers, mathematicians, university professors, machine operators, and many others.

Last summer, two IBM 1620's—an advanced scientific computer—were dispatched to Kanpur, India, to form the nucleus of a computer center at a new technological institute there, and to Chulalongkorn University in Bangkok. Early in 1964 IBM will contribute a computer center to the University of Ibadan in Nigeria. The giant firm "speaks" to many peoples, and in their own tongues—as in Europe, where its classes are commonly conducted in English, French, and German. The company slogan, "THINK," is proudly displayed everywhere, translated into Afrikaans, Chinese, Danish, Dutch, Finnish, French, Gaelic, German, Greek, Hindi, Italian, Japanese, Norwegian, Portuguese, Serbian, Spanish, Swedish, and Urdu.

Exciting, demanding

"It's an exciting experience to master a computer for the first time," concedes Dr. Charles R. DeCarlo, education director. At the same time, he and his colleagues are well aware that mastering a computer is only the beginning of the story. Revolutionary electronic computers with magnetic-tape inputs and high-speed printers can integrate operations like sales, production, inventory control, shipping and billing, but the plain fact is that it's complicated to be simple. Top management of companies and countries introducing the complex and expensive computer systems must learn all the ramifications of the new technology or risk a net loss on their investment. This makes classes for executives one of the key activities of Dr. DeCarlo's far-flung university, for which more than 1,000 employees work full-time.

"An individual at IBM looks forward to a life where he will be trained all through," the education director explains. "It's a way of life to be going to school all the time, and the kind of employee we look for wouldn't want it any other way. To the man in the field, the salesman, the service engineer, the systems engineer and the manager, it's his bread and butter. I think we are unique in this way. I also think we've been able to build in the concept of the individual being responsible for a great amount of his own training. He must do a whole lot of reading on his own initiative, and we expect his own interest to push him into doing this."

Life-blood

Education has become the life-blood of this company, providing it with competent personnel and customers *qualified* to purchase its advanced products. As the World Trade Corp. grows, so does its globe-girdling university, and vice-versa.

GILBERT E. JONES

To the customer-executive educational centers at Cuernavaca, Mexico, and Blaricum, The Netherlands, are being added facilities for training African leaders to handle business and government affairs. An English-speaking school is in the making in Ibadan, Nigeria, to be followed by a French-speaking school in Dakar, Senegal. Curriculum plans call for 2 years of studies including accounting, government, economics, physics, chemistry, languages, mathematics, and business correspondence, side by side with training in the operation of IBM record equipment and computers.

Outgoing

With 40,000 workers in plants, research laboratories, and centers outside the United States, the company's "internal" education program is very much an outgoing one. For Europe alone, 1962 statistical highlights included: 306,000 hours of special courses conducted in France for 711 maintenance employees, and 158,000 hours for 1,075 data-processing sales trainees; 448,000 hours for 1,900 West German workers; after-hours general education courses for 1,232 employees in France, 1,202 in West Germany, and 388 in the United Kingdom; courses in French for World Trade (Paris) employees and their wives, and in other countries courses in English for non-English-speaking personnel—not to mention the more than 80,000 customer representatives (equipment operators, technicians, and middle-management officials) who received a variety of forms of instruction.

Post-war boom

Responding to the strong industrial recovery of Europe and Japan after World War II—and also to foreign-exchange shortages and tariff barriers—IBM has built manufacturing facilities abroad, with unit record accounting machines currently made in 11 countries, solid-state computers in 5, typewriters in 9, time systems in 6, and punched cards at 40 sites in 34 countries from Norway to Australia. The company provides 208 service bureaus and 322 sales offices in 96 countries, supported by more than 10,000 data-processing, electric typewriter, and time-systems personnel.

Though the lion's share of World Trade Corp.'s business falls to the Data Processing Division (renting and selling computers, punch-card systems, etc.), the Electric Typewriter Division is also up-and-coming, accounting for some 12% of total turnover. Registering 30-50% increases in recent years, about a third of the division's revenues comes from leasing equipment for 3- to 5-year periods, and expansion is furthered by innovations like the 72 model typewriter with the "golf-ball head" allowing easy typeface interchanges. Accounting machines exported to Europe from Lexington, Kentucky, and Toronto, Canada, also boost the division's showing, as do 4 dictating machines made at Sindelfingen (Stuttgart), West Germany, and a portable model imported from the United States.

Time systems

Products of the Time Systems Division (master clock systems, wall clocks, attendance time recorders, watchmen's time recorders) are today manufactured mostly at Hammersmith (London) and Boeblingen, West Germany, and are exported to about 90 countries. Research-produced innovations in this line have been developed in the Sydney, Australia, laboratory. A new development laboratory is being set up at Hammersmith.

FIRST HEAD-COUNT: Ghana's pioneer national census was carried out with IBM equipment and guidance. World Trade Corp. products have been used by many other countries—by Switzerland to control its Alpine maze of railroad tracks and tunnels, by the Philippines in aerial land surveying, by archaeologists indexing the Dead Sea scrolls, and in a host of other applications.

Within 1 day of each other last May, a research and development center and a pure-research laboratory were set up at LaGaude (near Nice), France, and Ruschlikon, Switzerland. The LaGaude center—dedicated by U.S. Ambassador Charles E. Bohlen—grew out of the November 1962 trial run in which digital data were transmitted for 17 minutes between IBM 1401 computers at Endicott, New York, and LaGaude.

Horse race

Regularly in the forefront of technological revolution, the World Trade Corp.—through its board chairman and former president, Arthur K. Watson—expresses appreciation of its many competitors. Thirty rivals (several of them American) with almost 100 systems are active in Europe's EDP market, expected to reach $5 billion by 1970. This, says Mr. Watson, helps to stimulate the market and keep IBM WTC on its toes and growing.

With this philosophy, the company continues to promote a worldwide expansion. As one example, demonstration units of the compact 1440 computer and the 6400 magnetic ledger card accounting machine—jet-freighted to Osaka in October—are making the rounds of business shows in Tokyo and other Japanese cities. The tour, running through February 1964, includes scheduled stops in Manila, Hong Kong, and Sydney. Earlier showings were held in Germany, Spain, France, Greece, the United Kingdom, Denmark, The Netherlands, and South Africa.

Fitting in

"Recently, IBM opened a new laboratory near Nice in the South of France. The choice of locations probably struck some American businessmen as proof that IBM was getting soft. It was putting its laboratories on the Riviera.

"The truth of the matter is that we were trying to show leadership in implementing a policy of the French Government. The Paris metropolitan area has become crowded and unwieldy and the French Government is trying to stimulate decentralization. . . . Our French company felt it had an obligation to follow its government's policy, and we are happy that it did."—*From an address last spring by A. K. Watson.*

With over 100 nationalities represented among 48,250 employees (less than 1% of those overseas are Americans), the World Trade Corp. is staffed, equipped, alerted and committed to move towards the goal advanced by Mr. Watson—"one world, one market," served by a standard product line adapted to the needs of each country.

Symbolically, it is no accident that this company's U.S. headquarters are across the plaza from the home of the United Nations.

Film-making still on rise in Turkey

Motion-picture production in Turkey continues to increase, as does the number of producing firms which now total about 200, principally located in Istanbul. Most of these firms are very small and do not have sufficient resources to produce high-budget quality films, according to the Scientific, Photographic & Business Equipment Division, Business and Defense Services Administration.

Yearly film production in Turkey now ranges from 130 to 150 films, according to the Turkish Film Producers Association. Only about 10% of these films are classified as "super" productions, meaning films costing about $66,000 each.

One of the important developments has been production of feature films in Turkey by foreign film companies. French, British and U.S. film producers have all produced feature films in the country during the past year.

In 1962-63, 255 films were imported into Turkey. Of these, 85 were U.S. films, 44 British, 27 Italian, 27 West German, 23 French and 15 Greek.

No restrictions

There are no restrictions on the import of films into Turkey. Films are generally shipped on payment against documents basis. Importers pay for the films when they wish to clear them through customs. Remittance of payment is carried out by the Central Bank, and the transfer takes place within 2 to 3 months.

U.S. movies are very popular and imports in 1961 amounted to about $375,000—almost 50% of all film imports.

The number of winter movie houses in Turkey is estimated at 750 to 800 and this number increases to about 2,000 exhibition outlets in the summer. Five new theaters are being built in Istanbul and about 20 more in other parts of Turkey. Total seating capacity of the theaters is 250,000, attendance is about 90 million a year and box-office receipts are estimated at around $11 million.

The top admission price at a movie theater in Turkey is still 3 lira (about 33 cents), of which about 80% goes to the exhibitor and 20% is municipal tax, in the case of Turkish films. The split for an imported film is about 60% to the exhibitor and 40% as tax to the municipality.

While there is no direct Government subsidy to the national film industry, the domestic industry is partially protected by the differential tax payment.

International trade experts at Detroit conference cite 'phenomenal' opportunities

Keynoter David Kendall of Chrysler joins other businessmen, lawyers at meeting sponsored by private, public groups

Rules of the road for the "two-way street" known as international commerce were presented in depth before an audience of some 250 businessmen, attorneys, and other interested persons in Detroit recently.

At the close of the 2-day International Trade Conference, held in Rackham Memorial Auditorium on the Wayne State University campus, the consensus was that foreign operations are as interesting as they are intricate, that Detroit and Michigan must share in "the most phenomenal economic explosion of the Twentieth Century," and that "we can sell our country, our state and our city by selling our products abroad." David W. Kendall and others who shared the speaker's rostrum focused attention on the best ways of "zeroing in" on the fulfillment of U.S. export potentials.

Why and how

Keynoter Kendall, Chrysler Corporation vice president, spoke on "Why Go Foreign?" He said that the necessities of America's position in the modern world dictate the answer to the question—there is no other choice if the U.S. economy is to be strengthened and American ideals promoted.

"We go foreign," he summed up, "because it is in our tradition as a nation. We do it for idealistic reasons. We do it to obtain the materials and products we need in this country. We do it to build markets for our products overseas. We do it to strengthen our economy and that of the other countries of the world through healthy and rigorous competition. And finally, as we succeed in all those things, we provide a living example of the superiority of our system over that of the Communists."

Don'ts

How not to attain these goals, Mr. Kendall warned, can be as important a consideration as the positive techniques required. The "white man's burden" psychology should be avoided like the plague by U.S. investors, he said, and American international traders should be prepared to observe local customs and to learn from the rest of the world, looking towards the day "when all nations can lower their tariff walls and trade more fully with each other to their mutual benefit."

Financing

Public and Private Financing of Foreign Operations was the subject of a session chaired by Norman H. Birnkrant, a leading member of the Detroit bar, with Samuel V. Goekjian, Washington, D.C., attorney, delivering the featured address. Mr. Birnkrant, with a background of 7 overseas trips as a member of Greater Detroit Board of Commerce groups, reported that American businessmen are taking a more realistic look at foreign-operations financing, with a view to arranging more attractive terms for potential customers. He lauded Michigan banks "for their reorganized, modernized foreign finance departments" offering services freeing businessmen in the state from "having to look to Philadelphia, Chicago, or New York for assistance in their foreign finance programs."

The main sources of private and public financing, and the FCIA (Foreign Credit Insurance Association) program were outlined by Mr. Goekjian, associate attorney of the Chase Manhattan Bank's international department and former counsel for the U.S. Development Loan Fund. He cited examples of assistance obtainable through American commercial banks and their Edge Act subsidiaries, the International Bank for Reconstruction and Development (World Bank) and its affiliated International Development Association (IDA) and International Finance Corporation (IFC), the Inter-American Development Bank (IDB), the Export-Import Bank of Washington (Eximbank), and the Agency for International Development (AID).

Expansion Act

International trade has leaped from financial weeklies and the second section of the *New York Times* to the front pages, much as the atom bomb has moved from the laboratory and rocketry from science fiction, Professor Stanley D. Metzger of

SIGNING IN: Gathered at registration desk as Detroit International Trade Conference opened were, l. to r.: Lawrence E. Good, International Trade Division chief, Department of Commerce field office; Prof. Richard Miller, Wayne State University Law School; David Kendall, convention keynoter and Chrysler Corp. vice president; Allison Scafuri, attorney, panel discussion chairman (back of Mr. Kendall); Norman Birnkrant, Austrian consul general at Detroit; Frank Alter, Detroit field office director, U.S. Department of Commerce; and Nathan B. Goodnow, president, Michigan State bar.

Georgetown University Law Center, Washington, D.C., told the conferees. In his talk on the impact of market integration and the 1962 Trade Expansion Act on "going foreign," he explained tariff-reduction changes, the "peril point" and "escape clause," and reviewed the 30-year history of the Trade Agreement program.

Economic problems of Latin America were explored by Tom Killifer, U.S. director of the Inter-American Development Bank, who said that the United States' southern neighbors must not only overcome problems of political unrest, but must also "be led into participating in a process of savings and capital formation —a vast mobilization of domestic capital —that will substantially expand their productive capacity." The crucial significance of this to the United States, he observed, can be seen in some recent figures. Total U.S.-Latin America reciprocal trade last year, Mr. Killifer noted, was more than $6½ billion—one-fifth of the total annual foreign commerce of the United States. The speaker also cited private direct long-term U.S. investment in Latin America, totaling well over $8 billion in 1961.

Tax differences

Two principal differences between foreign and U.S. tax systems were analyzed by Joseph H. Guttentag in a talk on "Tax Aspects of Going Foreign." First—most overseas systems "are not as sophisticated as ours and tax collection and administration are likely to be handled much more informally." Second—there is more reliance abroad upon sales, excise, and turnover taxes than upon taxes like the income tax. Weighing these and other considerations, Mr. Guttentag concluded that while international trade involves complicated tax problems, they are in most cases no more difficult than problems encountered daily by American businessmen under the U.S. domestic internal-revenue structure.

The Detroit conference had broad sponsorship, including: the International and Comparative Law Committee of the State Bar of Michigan; the International and Comparative Law Committee of the Detroit Bar Association; Wayne State University Law School and the University Center for Adult Education, Wayne State University, University of Michigan and Eastern Michigan University, in cooperation with the Department of Economic Expansion, State of Michigan; the Detroit-Wayne County Port Authority; the Economic Club of Detroit; the Michigan Manufacturers Association, the Propeller Club of the U.S. (Port of Detroit); the Small Business Administration; and the U.S. Department of Commerce.

BATTENING DOWN: Making 130 overseas-bound machines (28,366 pounds total) snug in DC/7F cargo plane was skilled operation—completed in 2½ hours—supervised throughout by experienced load planner, flown to O'Hare Field, Chicago, from New York's Idlewild Airport. Load was close to plane's full capacity.

Tying machine, flying machine team up for speedy export maneuver inspired by demands of coming holiday season

West German post office, in face of Christmas deluge, orders whopping shipment of packaging device, gets prompt service

Sprouting wings for a quick trip to West Germany in time for the Christmas rush, 28,366 pounds of heavy machinery —130 package-tying machines—were air-shipped recently by the B. H. Bunn Co. of Chicago. This unusual operation represented the firm's largest export shipment to a single customer.

One hundred twenty of the machines were bound for the West German Post Office Department, which was in a hurry to receive them. The need for speed and the size of the shipment—enough for a planeload—dictated the choice of air transportation.

In less than 2½ hours, the night-time loading operation was completed at Chicago's O'Hare Field. With the cargo's cubic dimensions inside the aircraft very close to limitations, a "load planner" was flown in from Idlewild Airport, N.Y., to supervise the job. Air shipment eliminated the need for special export packing and crating.

Chartered by B. H. Bunn Co.'s West German representatives, Ampag GmbH & Co., the DC-7/F cargo plane carried the Christmas rush equipment to Amsterdam, from which it was trucked to the consignee's door at Rodenkirchen/Cologne.

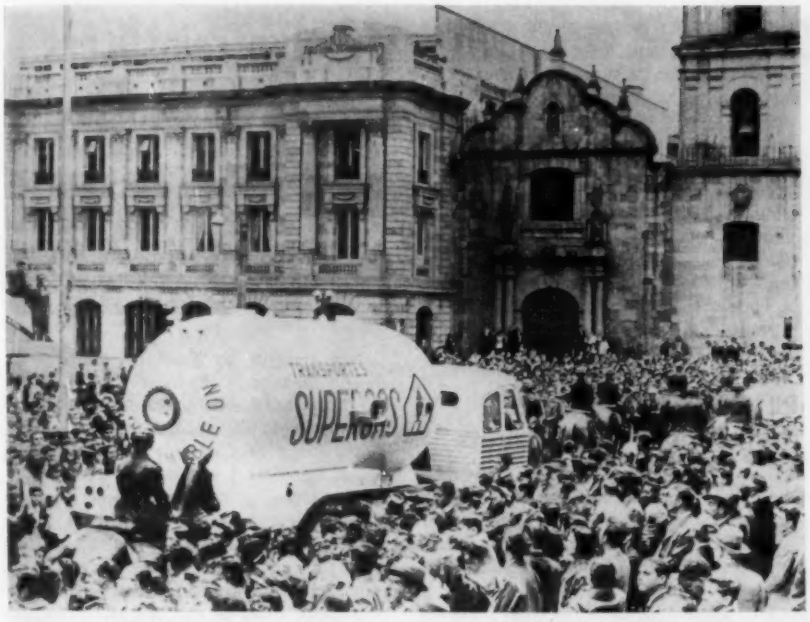
The combination of tying machine and flying machine proved to be just what the customer ordered.

O. Hommel, International in joint Mexican venture

Production has begun at the new plant of Colores Ceramicos Mexicanos, S.A., in Monterrey, Mexico. The company is jointly owned by O. Hommel International, Inc., and the Fernandez family of Monterrey.

The firm will produce the same complete line of ceramic frits and color materials produced by the O. Hommel Co. in Pittsburgh, Pa.

The company, presently marketing only in Mexico, will eventually expand its sales to include Central and South America.



BOGOTA STREET SCENE: Equipment of new 'E' winner, Pressed Steel Tank Company (see accompanying story), is represented in Colombian capital-city parade honoring outgoing head of government.

375 WINNERS

Paint-sprayer and pen manufacturers, together with producers of varied industry materials, receive 'E' awards

6 new award winners include export-minded organizations in California, Colorado, Kentucky and Wisconsin areas

More than 375 U.S. organizations—banks, schools of commerce, trade associations, distributors and large and small manufacturers—are now the recipients of President Kennedy's "E" award. Four early-November ceremonies for a group of 6 new winners of the export honor were held in California, Colorado, Kentucky and Wisconsin.

Neil C. Hurley, chairman of the National Export Expansion Council and president, Thor Power Tool Company, officiated at an "E" award ceremony held during a Milwaukee World Trade Club meeting on November 7. At this time, Mr. Hurley gave awards to officials of 3 Wisconsin winners—Parker Pen Company, Pressed Steel Tank Company and Giddings & Lewis Machine Tool Co.

The Imperial Oil and Grease Company of Los Angeles was also cited on November 7th at a reception held in a Beverly Hills, Calif. hotel.

Thomas Industries Inc. was scheduled for a November 12 ceremony in Louisville, Ky. For this occasion, E. R. Mitchell, REEC chairman and member of the board of directors of the U.S. Chamber of Commerce, has been invited to present an "E" flag and citation to L. B. Thomas, chairman of the board of the Thomas organization.

Another new winner, the K. O. Duncan Company, will receive recognition for its export push from Benjamin C. Essig, president, Colorado Chamber of Commerce. Mr. Essig is scheduled to present the "E" honors to Robert S. Duncan, co-owner of the western firm at a meeting of the Boulder Chamber of Commerce on November 12.

The new "E" winners include both large and small exporting firms. Their successes in overseas markets have been achieved in a variety of ways:

2-man firm

● K. O. Duncan Company of Boulder, Colo. sells a specialized multiple-piston tool for the demolition of concrete or open-face rock where the use of explosives is prohibited or impractical.

Early in 1961, this small western company entered an agreement with a Minneapolis firm producing complementary equipment to sell its hydraulic Roc-Jaks through established overseas outlets. In addition, Duncan has conducted an extensive direct-mail advertising campaign, participated in international trade fairs and provided promotion material, operation pictures and case histories of specific jobs.

In less than 2 years, foreign sales to 34 countries reached over 50% of the firm's total sales volume.

● Giddings & Lewis Machine Tool Company of Fond du Lac, Wis., has followed an export program that resulted in an 8-fold increase of overseas sales within a 3-year period. The company is the largest U.S. exporter of high-power heavy-duty precision machine tools.

Since 1959 the firm has acquired manufacturing plants in Scotland and Germany and has established sales administrative offices in London, Hong Kong and Cologne. It has successfully entered markets in Europe, the Near East, Far East and Latin America.

To implement its overseas program, the company has set up distributor training courses, participated in international trade shows and fairs, sent company representatives to potential overseas customers' plants, organized a new export sales company and advertised in foreign trade journals.

● Imperial Oil & Grease Co., Inc., of Los Angeles, Calif. produces specialized quality lubricants for commercial and industrial applications. The firm began its export activities in the mid-50s and began sales to Canada and Latin America and then to Europe. It now has 12 distributors in as many different countries in western Europe. Later, the firm entered the South African and Far Eastern markets. It now has distributors in Japan, Hong Kong, the Philippines, Singapore and Australia.

The firm's technical and sales personnel are all multilingual. Literature is published to meet the language demands of each individual country. The company's executive personnel make field trips to practically every foreign distributor with whom they do business. Export volume

is now equivalent to 30% of the firm's total sales volume.

First exports in 1919

● Parker Pen Company, Janesville, Wis., began exporting writing instruments and inks in 1919. Today, it has become the largest exporter in the U. S. handwriting-instrument industry and export sales represent 40% of the production of Parker manufacturing facilities in the U.S. Products are sold through a network of 157 foreign distributors.

To open restricted markets, the firm set up subsidiaries and licensees. It now has 35 facilities in 27 countries which help to create additional export sales for raw materials, parts, finished goods and equipment.

Close to $1 million a year is annually spent for advertising and sales promotion in overseas markets. Advertising in 42 languages covering 125 countries is tailored to each market. Products, too, are tailored to meet the desires of particular world areas. Today, two-thirds of Parker's total world sales are made in markets outside the U.S.

250% increase

● Pressed Steel Tank Company of Milwaukee, Wis., manufactures cylinders, storage vessels and transportation equipment for gases, liquids and solids. Overseas sales have increased about 250% since 1958. The firm offers quality products tailored to meet specific needs which are reasonably priced and promptly delivered. Basic domestic pricing and delivery policies are extended to overseas buyers. Company personnel make frequent trips abroad. Advertisements are placed in a number of foreign trade publications.

In a recent 4-year period, new markets were opened in India, Kenya, Norway, Ireland, Italy, Yugoslavia, Nigeria, Liberia, Argentina and Chile. Elsewhere, licensing arrangements were completed for the overseas manufacture of its products.

In addition, the firm makes special efforts to assist customers in arranging financing programs as required, frequently working through U.S. Government loan agencies.

● The Wright Saw and Sprayit Divisions of Thomas Industries Inc., of Louisville, Ky., produce portable electric paint sprayers and gas-powered blade and chain saws.

The company has utilized various techniques to expand its export sales into new markets and sales are now made in 79 countries and territories. Agents and distributors were established. Personal contacts were made, selling aids, training films and instructional and promotional material supplied. An extensive advertising campaign was conducted and products were tailored to specific market areas. Sales brochures, catalog material, newspaper and some TV advertising have been utilized in 11 languages including Thai, Chinese, Portuguese and Norwegian. In addition, the firm has participated regularly in international trade fairs and exhibitions.

Today, the world has become an important word in the business vocabulary of Thomas Industries Inc.

PL 480 sale to Greece brings loans to U.S. firms

The Department of Agriculture has announced an agreement between the U.S. and Greece to finance the sale of $16 million worth (including ocean transportation costs) of feed grains, wheat, and inedible tallow.

The agreement provides that 13% of the Greek drachmae obtained as sales proceeds will be set aside for loans to U.S. and Greek private enterprise. These loans will be made by U.S. Department of State, Agency for International Development (AID), Washington, D.C. 20523. Further information concerning the loans can be obtained from that Agency.

The commodities are being made available under Title I of the U.S. Food for Peace program. Sales will be made by private U.S. traders.

Trade Mission to Japan helps 2 U.S. industries

Two industries have reported new export sales resulting from the U.S. Trade Mission to Japan (Oct.-Nov. '62).

Sales of fountain pens, mechanical pencils and related items to Japan have increased nearly 10 times since the Mission, according to trade association reports received by the Business and Defense Services Administration.

A new quarter-million dollar order for typesetting equipment just placed by Tosho Insatsu raises the total sales of this type of machinery to more than $500,000, directly attributable to the Trade Mission.

$10 million loan helps Morocco buy U.S. goods

The Agency for International Development has signed a $10 million supporting assistance loan agreement with Morocco.

Foreign reinsurers netted $68 million on '62 U.S. business

Reinsurance allows single insurer to underwrite large risks which it could not otherwise handle

Net receipts by foreign countries on their reinsurance business with U.S. insurance companies amounted to $68.4 million in 1962, according to the U.S. Department of Commerce. In 1961 the figure was $63.5 million.

The term "reinsurance" describes the transfer by insurance companies, of a portion of the liability they have assumed to other insurance companies, that is, reinsurers. The reinsurer receives a proportionate share of the original premium and shares in the payment of losses incurred by the ceding insurance company. Reinsurance makes it possible for a single primary insurer to underwrite risks which it could not otherwise handle and to avoid large year-to-year fluctuations in its underwriting results.

The volume of reinsurance business between insurance companies in the U.S. and insurers in other countries is small compared to the volume of such business between insurance companies located in the U.S. These annual surveys are made in connection with the Commerce Department's study of the U.S. balance of international payments.

Balance sheet

U.S. insurance companies paid $281.5 million in premiums for reinsurance purchased from foreign reinsurers in 1962 and recovered from them $202.1 million in losses. The $79.4 million excess of premiums paid over losses recovered was offset by net receipts of $11 million by U.S. reinsurers on reinsurance they sold to foreign insurers.

Since 1955 these annual surveys have generally shown increases in the amount of premiums ceded to foreign reinsurers.

Reinsurance assumed from abroad by U.S. companies, although reaching out into over 50 countries, has been of small volume compared with reinsurance ceded to abroad. However, there has been a steady upward trend since 1955, with 1962 premium income on reinsurance assumed from abroad amounting to $74 million, compared to $33 million in 1955.

Mexican President cites gains, calls for balanced development; exports to U.S. up; imports dip

Domestic auto industry gets strong incentives to boost output; Mexico joins Central American payments and credit system

President Lopez Mateos, in his September 1st speech to Congress, viewed the state of the nation as stable and its economy as progressing. He reviewed developments of the preceding year, highlighting particularly economic development planning, improved living standards, and growing strength of the economy.

Mexico's foreign exchange reserves on August 31, 1963, according to the President, reached a record $510 million ($417 million on August 31, 1962), and bank credit, which had expanded, did not create inflationary pressures.

President Mateos stated that farming is Mexico's fundamental problem, and stressed that much remains to be done in distributing lands and providing credits, techniques, education and housing to farmers.

Industrial workers, too, must have greater participation in national income, he said, although the Government already has attempted to increase wages, maintain purchasing power of salaries, and formulate laws giving labor the right to participate in company profits. The middle class was also aided through the Administration's attempts to solve the housing problem.

Up then down

Business activity improved in July and dipped in August, but remained substantially above the July-August 1962 level. The majority of lines increased from 2% to 18% over August 1962. Cement, iron, steel, and urban department store volume continued strong, and textile sales improved.

Automotive sales, very good in July, were slightly off in August, but remained above August 1962. Chemical sales were weaker, but above last year's. Strong department store lines were home furnishings, apparel and hardware. Appliance sales in August improved significantly over July and moderately over August 1962.

Sources

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

The automotive industry was exempted from import duties for 5 years on machinery and equipment, and from federal stamp and sales taxes to facilitate the greater domestic manufacture required by the Decree of 1963. Raw materials, semimanufactures, parts and assemblies will also be exempt from import duties on a sliding scale for 10 years, and companies will be permitted to accelerate depreciation of equipment. Payments for foreign patents, trademarks and technical assistance, however, will be restricted. For example, foreign technicians may be employed in Mexico for only 2 years.

Three firms, Compania Mexicana Metalurgica Penoles, S.A., in Torreon, Coahuila, Compania Zincamex, S.A., in Saltillo, Coahuila, and Celulosa Derivados, S.A., in Monterrey, Neuvo Leon, will establish sulfuric acid plants.

The first company's plant will be operating by September 1964; the other 2 by about 1965.

Diesel Nacional, S.A. (DINA) and the U.S. firm Cummins Engine signed an agreement in July granting DINA exclusive rights to manufacture the Cummins diesel engine in Mexico by 1964.

Deposits pile up

Banking deposits continued high and demand for long-term borrowing light in July-August. Money in circulation declined 0.7% in July and rose about 1% in August. The Government successfully sold $40 million of foreign bonds in July.

Mexico signed an agreement on August 27 with representatives of the Central Banks of Costa Rica, El Salvador, Guatemala, Honduras and Nicaragua to establish a payments and credit system whereby national currencies will be used in transactions between signatory countries. Each country will establish a credit account for the others up to $5 million, and obligations in excess of that amount will be settled in dollars or other convertible currencies.

In August a joint loan to Mexico of $30 million—$20 million by the Agency for International Development and $10 million by the Inter-American Development Bank (Social Progress Trust Fund)—was made for a national low-cost housing program calling for annual construction of from 35,000 to 45,000 homes.

Credit for exporters

The Government's exporter credit program, authorized in 1962 and administered by the Bank of Mexico, will provide rediscount facilities and guarantees against political risks, including inconvertibility, expropriation, confiscation and acts of governments preventing payment by importers of up to 90% of the credit extended. The credit period is 180 days to 5 years. Assistance is available only for Mexican-made consumer durables, machinery, equipment, components and installations.

Total imports in June and July 1963 were $111.6 million and $107.4 million, respectively; both higher than 1962 figures. Imports from the U.S. in June and July were $75.4 and $71.3 million; lower than June 1962 but higher than July 1962. Total exports (revalued) were $48 million and $59.9 million; both below June and July 1962. Exports to the U.S. (not revalued) were $36.6 million in June and $44.4 million in July and exceeded those of June and July 1962.

A payments agreement with Yugoslavia was concluded in July, whereby the Bank of Foreign Commerce of Yugoslavia will provide Mexican importers with credit of up to 10 years at 6% interest, depending on the product. This credit must be guaranteed by Nacional Financiera. The agreement followed the June signing of a new protocol to the 1950 commercial agreement with Yugoslavia.

Mexico's tourist trade was good in July-August. Tourist cards issued in the first half of 1963 were 426,603, against 356,995 in the same half of 1962.

The Compania Minera Frisco, S.A. was Mexicanized in August through purchase of a majority of its stock by the Banco de Comercio for $3.4 million, the first foreign-owned mining company to transfer control in about 2 years.

Mining law amended

An August 17 amendment to the Mining Law of 1961 decreed the amount of assessment work required to maintain a lead and zinc concession exploiting an area not in excess of 988 acres. In any 3-year assessment work period, when lead and zinc prices on the New York market fall below 12 and 14 cents, respectively, lead and zinc producers qualifying under the area limitation need to perform only 20% of the minimum of assessment work stipulated by the Mining Regulations.

Above normal rainfall in many areas in July and August raised water storage in dams by 14%. In the important northwestern region supplies are sufficient for next winter's crop. A record wheat crop was harvested in July, and excellent corn and bean crops are forecast. A cattle and beef export quota of 1,385,000 head (5% above the 1962-63 quota) was announced for 1963-64.

The National Union of Sugar Producers plans to construct 8 new sugar mills and expand some existing ones. Sugar production is expected to increase to 2.7 million metric tons annually by the end of 1968 from the present 1.7 million tons, and the exportable surplus in 1967-68 will presumably reach 900,000 tons.

COMPETITION HITS

Jordanian imports of toilet soap and shaving sticks from the U.S. dropped from $104,746 in 1961 to $43,506 in 1962. The reason for the decrease is not known, but a number of countries are competing for this trade.

Falling imports may bring Uruguay's trade into balance

Devaluation boosted import prices, sent cost of living up; Uruguay may ask LAFTA for special bargaining treatment

Due to a sharp decline in the level of imports, Uruguay's traditional trade deficit may virtually disappear this year. From $230 million in 1962, total imports may drop to about $190 million for 1963 as a whole, while total exports, up from $153.4 million in 1962, are expected to rise to near the import level.

The trade deficit was $77.1 million in 1962. Deficits from 1961 back through 1957 have been $34.4, $99.2, $61.2, $29.4, and $126.4 million. The last time trade was in virtual balance was 1956, when a high export level was registered.

The devaluation of May 1963 is now making imports more expensive and, along with a reduction in export retention taxes, is beginning to enable exports to compete more solidly in world markets.

New and increased import surcharges appear to be playing a major part in the import reduction. In late September, the National Council of Government allowed importers to cancel import orders that were pending before the May devaluation without paying the customary 15% fine.

The Uruguayan cost of living is rising, as the inflationary impact of the devaluation is being felt. The cost-of-living index rose a total of 13½ from June to October. Compensatory Government pay raises of about 30% have now been given for all but the executive branch.

Exchange rate

The newly devalued Peso, which is currently being transacted by the Bank of the Republic at about 16.5 to $1, has recently risen as high as 20 to $1 in the private market, though it was down to 17.5 at the outset of October.

The anticipated 1963 budget deficit of slightly under ½ billion Pesos should be less than that registered in 1962. Meaningful tax enforcement legislation has been passed, including incentives for prompt payment.

Of the current labor force of about 800,000, an estimated 100,000-plus persons are unemployed, as the domestic economy continues in the doldrums that date back through 1962. The key construction industry still suffers from a lack of demand, partly due to the drop in large apartment project activity.

Retail sales, however, have been helped somewhat by the devaluation.

The long-awaited, often-postponed population and housing census (first for over 50 years) was launched on October 16th.

On September 18th, the National Federation of Agricultural Cooperatives signed a tentative protocol by which French commercial and industrial enterprises in the "Schneider Group" will provide investment capital and technical assistance valued at $6 million. This could open up a specific market for the Group's products, but the agreement is not yet final.

The third annual LAFTA conference is under way in Montevideo, and early indications are that Uruguay will request special treatment as a smaller country in a relatively weak bargaining situation regarding the larger LAFTA nations. Uruguay's critical trade deficit with LAFTA has shown definite improvement this year, however, and during the July-August period it was virtually in balance.

During the third quarter, discussions with foreign industrialists rekindled hopes that certain industries, the location of which was tentatively conceded to Uruguay during the 1962 LAFTA Conference under complementation agreements, may become realities, although no specific projects have been consummated. The industries involved are automation equipment and special glass products including glass parts for television tubes.

Food mission to Europe checks health rules

A U.S. Food Science Mission is touring Europe during November and December, studying European food health regulations.

The 6-member team of food scientists and public health experts was dispatched by the Foreign Agricultural Service to appraise and analyze European health legislation and regulatory programs affecting U.S. agricultural exports.

Moroccan growth continues through normally slack season; business outlook optimistic

Continued inflationary trend weakens otherwise healthy economy; foreign trade deficit cut sharply; AID loans help U.S. sales

Although summer is usually a slack season, the Moroccan economy showed signs of growth during the third quarter of 1963. As the quarter ended the business climate was generally optimistic and the outlook continued bright.

The recent border crisis with Algeria has not affected the cheerful business outlook.

Statistics for the first 6 months of the year showed that most indicators were up, many sharply. Among those moving up were electricity consumption, sales of petroleum products, vehicle registrations and cement production. The cereal harvest, while not as good as hoped for, was still much better than the last few years. Phosphate exports are running well ahead of any previous year and show no signs of slowing down. Tourism continues to thrive, with the north experiencing a noteworthy boom.

Businessmen are now taking decisions based on a favorable outlook for the future. The value of building permits issued in Casablanca almost doubled in the first 6 months of this year compared with the same period last year. Similar, if less spectacular, increases were recorded in other cities.

On the industrial development scene, construction has begun on a large fish cannery and a new spinning mill in Tangier. Construction is scheduled to start in the near future on an Italian pharmaceutical plant at El Jadida. Work on the Safi Chemical Complex has progressed, with a number of changes made in the original plan to reduce costs and improve profitability.

Weak spot

The continued inflationary tendency is a weak spot in the economy. The Casablanca cost of living index remained steady during July and August, but was on the rise in September following an increase in the price of sugar. This trend is expected to continue. Labor has called for wage increases in response to the rising cost of living. Although many private firms have granted pay raises, the Government has held the line and strikes against public and semi-public entities have taken place. The Government budget is running at a substantial deficit which increases the inflationary pressure, but at present the situation seems under control.

Economic policies

Recently the Government has been devoting more attention to economic questions. The major concern has been the land reform program. The implementing *dahir* was published on September 30 and provided for the transfer of all "lots de colonisation" to the state.

The lands in question are those acquired by foreigners under the auspices of the Protectorate authorities. In spite of earlier assurances, nothing has been said officially about the question of compensation for the dispossessed French farmers. The question of how the land is to be exploited is also unanswered, although there has been talk about the use of cooperatives.

The Government continued preparation of the 3-year plan, and it was scheduled to be published by November. Although only the sketchiest information about its substance is available, it appears that the plan will be flexible, placing considerable emphasis on the private sector, particularly in the industrial area.

In education, the Government took steps to ensure greater coordination in the training programs. A new high commissioner for professional training was appointed to supervise all post-elementary education so that the right people are trained for the right jobs. It appears that the Government may be moving toward an educational program designed specifically to train personnel for the jobs which are most important to the country's economic development program.

The brightest spots on the economic scene included foreign trade, tourism, and the fishing industry. Morocco's foreign trade situation showed a definite improvement over the comparable period for 1962. Although statistics are available only for the first 7 months of the year, they show a marked decline in the adverse balance of trade from 163 million dirhams ($32.2 million) in 1962 to 96 million ($19.3 million) this year.

There were significant changes in the composition of Morocco's imports although their total value increased only from 1,212 million dirhams to 1,288 million. Imports of food products, particularly wheat, and finished petroleum products were down, reflecting a better harvest and the entry into full production of the SAMIR refinery at Mohammedia. In contrast imports of semi-finished products, agricultural equipment and industrial machinery increased sharply.

The Moroccan Government is furthering its efforts to make maximum use of the AID commodity loan program to finance imports from the U.S. To the extent possible, the Government also intends to use these funds for the import of material which can be used in economic development. Of particular interest to U.S. businessmen is the current Government desire for American bidders on supplying telephone cables and related equipment.

Tourism

This summer saw Morocco's tourist industry move into high gear. A tourist influx had been confidently predicted and these predictions were overfulfilled. The North was the special beneficiary of the boom, as its new beach resorts were full to overflowing.

Moulay Ahmed Alaoui, Minister of Tourism, announced early in September that it will be necessary to double the country's hotel capacity in the next 2 years to accommodate the continuing influx of tourists. His plan calls for an additional 15,000 hotel beds to be built at a cost of some $60 million. Projects already underway or in the final stages of preparation will account for a substantial portion of the required construction, and the rest will probably be forthcoming.

It appears that construction work can soon begin on the Rabat Hilton hotel project. Talks for a 260-room hotel in Casablanca by Pan American's Intercontinental Hotel Corporation are well-advanced and seem likely to bear fruit.

Optimistic reports marked fishing operations during the quarter, which is normally the height of the fishing season. The sardine catch has been running at about twice the usual amount, with both Safi and El Jadida experiencing record one-day catches. The quality of the sardines, however, has been below normal.

As a result, fish-meal production has risen markedly, while canners are generally behind schedule.

Moroc-Informations has observed that the key to the Moroccan fishing industry's problems is the reduction of fish export prices, which were estimated at 25 to 30% above world market prices. The solution advocated by the journal was modernization of the fishing fleet and fish processing industry. A start in this direction has been taken in Tangier, where $300,000 is being invested in a tuna cannery. When completed, the new cannery will have to use foreign tuna, since the local fishing fleet is not able to provide enough fish to enable it to operate at capacity.

A French electronic fish-sounding device has been undergoing tests at Safi. If the use of the sonar instrument is successful in locating schools of sardine, the new technique will be introduced in the fishing fleets of the major Moroccan fishing ports.

U.S. business to benefit from rice sale to Guinea

The U.S. Department of Agriculture has announced an amendment to a May 22 Title I, PL 480 agreement with Guinea, authorizing the sale of an additional 882,000 hundredweight of U.S. milled rice valued at $5.4 million (including ocean transportation costs).

The rice is being furnished as a part of the U.S. Food for Peace program. Sales will be by U.S. private traders.

The agreement provides that 25% of the francs obtained as sales proceeds will be set aside for Cooley loans to U.S. and Guinea private enterprise. The loans will be made by the U.S. Department of State, Agency for International Development (AID), Washington, D.C. 20523. Information concerning these loans is available from that Agency.

Thai road project gets $19 million for U.S. goods

The Eximbank has authorized a $19 million loan to Thailand to help finance construction of 59 miles of road along the Gulf of Thailand from Bangkok to Sriraja.

The route of the Bangkok-Siraja road has been determined after studies and engineering design by Baker-Wibberley-Upham and Associates of Hagerstown, Maryland. A qualified U.S. contractor will be selected to perform construction under a unit price contract and under a performance bond. The movement of equipment, material and personnel to Thailand is anticipated.

'We'll be riding a pig's back'

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

CHICAGO—A need for traveling money caused a gaggle of Germans, stranded in the midwest fifty years ago, to carve wood paneling for the walls, and old world charm ever since has softened the glare from the chandeliers on the eighth floor dining room of the incongruously named Chicago Athletic Association. It seemed luxuriously warm and homelike this day, like a British pub.

Alex Morrison polished off a dessert of strawberry sundae, contentedly viewed the occupants of surrounding tables, and in opulent mood, observed that Americans in Britain had an economically good thing going.

Morrison is chief supply officer of the London County Council, a man who spends more money than almost any of his countrymen, for the supply officer of the County Council, while not the largest of the world's spenders ranks high.

"Americans abroad sell in sunny and salubrious climate," he said to host John Ward, purchasing agent for the City of Chicago and an international authority on big city procurement. Ward, a red headed Irish lad, returned recently from the land of stardust and shillelagh, as well as a visit to the neighboring countries with whom Ireland begrudgingly shares her archipelago.

The London County Council has bought everything from a safety pin to an elephant (once for the children's zoo), gives no empire preference, nor shows discrimination towards manufacturers from other lands. "Once we did," Morrison stated, "but since the war, buying is as open as Floyd Patterson's chin. Whatever is needed, if equal in quality, we buy anywhere in the world from the lowest bidder."

He also has an assured air of serene self-confidence that one observes in some doctors, most Democratic aldermen from river wards, and all purchasing agents. Besides, Morrison has trenchant opinions about Britain's entry into the Common Market. "Eventually, we will be part of it," he said. "When we are, we will be riding a pig's back." He noticed the sudden arch to Ward's eyebrows. "That means a good wicket," he explained.

"United States industry with plants in England have need for British sales managers. Americans can run the works, handle the financial department, be in charge of the drawing office, but the salesmen must be British. There is more to understanding the British market than a knowledge of which side of the street on which to drive a motor-car."

Manufacturers operating in his country urged this world known purchasing authority, should bring visiting Americans, or U. S. Plant personnel, to meet customers, but should insist a Briton make introductions. " 'Made in the United Kingdom; Designed in the United States' is impressive promotion," he declared.

"Another thing," said this Britisher, the buying executive for a group that administers to the daily affairs of the world's second largest urban population, "We understand you must adapt voltages and such for our multiple outlet adapters." He turned to Ward. "You call them wall plugs," he said dryly. "In making changes, however, give us a product with mechanical nuance to the United States.

"American owned factories in my country should keep American styling. Models in Britain should be changed simultaneously. Give us the newest thinking and treat export buyers equally as well as you do purchasers in Ohio and Pennsylvania.

"New American companies daily batter into British commerce. A whirlwind of drummers from the United States are selling products with brand names unfamiliar to us. The ultimate goal for successful trade between us, of course, is manufacturing on both shores of our ocean. We worry about spare parts for your merchandise, for frequently U. S. imported machines lack service reliability.

"But in the county of London, if it is what we want, we will buy it." Morrison paused and grinned. "That is, of course, as the telly says, if the price is right!"

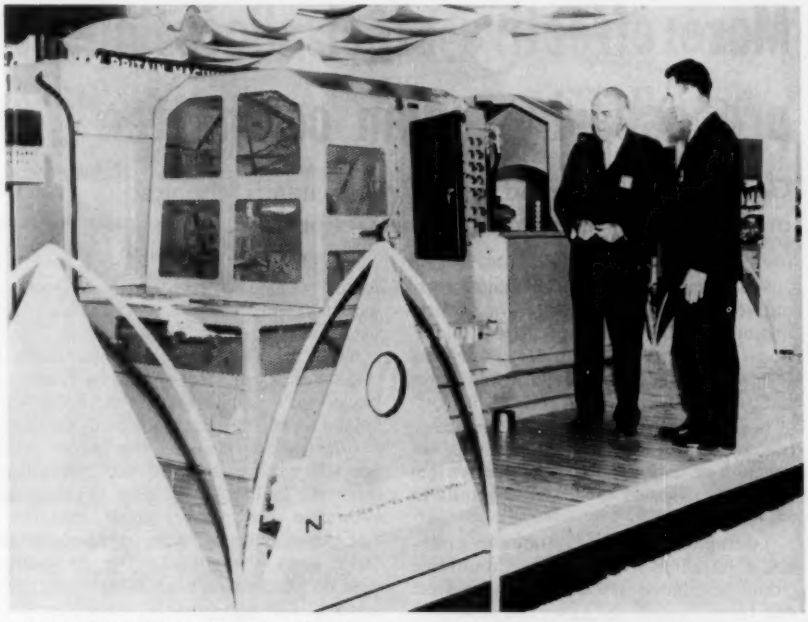
Leather fair set for next January in Madras, India

Producers of leather products have chance to make contacts

The Indian leather industry will hold its first leather fair in the middle of next January at Adyar, Madras.

This will give manufacturers of leather auxiliaries, finishing agents, and leather machinery the opportunity to establish contacts with the Indian leather industry.

Interested foreign firms, associations, and government agencies are invited to open stalls to display their products. The stalls are in units of 12 feet by 18 feet at a rental of $60 (300 rupees) per stall. Additional information and applications for stalls are available from The Secretary, Indian Leather Fair, c/o Central Leather Research Institute, Adyar, Madras-20, India.



EXAMINES CHUCKING MACHINE: John J. McCloy, former U.S. High Commissioner for Germany and the President's special representative in Berlin during the crisis period, stops to examine an automatic chucking machine of The New Britain Machine Co., New Britain, Conn., at the German Industries Exhibition in West Berlin last month. Shown with McCloy is Louis P. Guy (right) of Berlin, Conn., a demonstrator for the firm. The machine represented the U.S. machine tool industry at the Oct. 12-27 show.

750 firms exhibit in Paris at handling equipment show

Over 750 exhibitors from 14 nations displayed 2,000 varieties of handling devices at the 10th International Handling Equipment Exhibition last spring in Paris.

The exhibition, held May 14-23, aimed at showing the great variety of handling equipment and devices produced by the rapidly expanding French materials handling industry.

Many varieties of heavy, semi-heavy, light and very light equipment and accessories were displayed.

The next show will be held in May 1965. Exact dates will be published later.

Sports pictures competition set next March in Italy

The 20th International Competition of Sports Motion Pictures will be held next March at Cortina d'Ampezzo, Italy. U.S. film producers are invited to participate.

The event will take place the first week of March. Films should reach the offices of the Organizing Committee of the Competition (Via di Villa Patrizi No. 10, Rome) by Feb. 20, 1964.

U.S. construction machinery manufacturers invited to participate at show in Munich

1963 BAUMA draws 55,000 visitors, large number of serious buyers; earthmoving, road construction machinery receive special interest

U.S. manufacturers of building and construction machinery are invited to take part in the German Construction Machine Exhibition (BAUMA) March 14-22, 1964 in Munich.

The 1963 exhibition was visited by 55,000 persons. Attendance at the Sept. 27-Oct. 6 show included a greater number of serious buyers than the 1962 event; 24 U.S. firms were directly or indirectly represented.

Special interest was shown in U.S. rationalizing and automated earthmoving and road construction machinery by importers who maintain stocks of spare and replacement parts. Many orders reportedly were placed for newly developed flooring materials, heating systems and other items used to beautify houses.

The BAUMA event has grown considerably since its beginning, in 1956. That year only 7 exhibitors of building and excavating machinery participated.

Since then, the show has continually grown in size and importance because of the increasing demand for building and excavating machinery and materials brought about by the extensive government and private building and road construction programs.

Additional information about international trade fairs is available, unless otherwise indicated, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C., 20230.

More effective steel allocations proposed by Indian committee

Government-appointed group recommends changes in controls on producers' prices, imports

An Indian Government-appointed committee has proposed changes in governmental controls for more efficient allocations of steel to the two high-priority sectors of the economy, defense and heavy industry.

For the non-priority sector, the committee, known as the Raj Committee, believes that a free market price system should be allowed to adjust demands to availabilities.

To implement the committee's proposals, a standing Steel Priority Committee would be created in the Ministry of Steel and Heavy Industries to set the bulk allocation of different categories of steel which would be made every 6 months to priority users. A Joint Steel Plant Committee, composed of representatives from each Indian steel plant (public and private), would determine the allocation of each individual plant within the guidelines set by the Steel Priority Committee's plan.

Pricing

The Committee recommended that producers' prices of various categories of steel should be fixed by the Joint Plant Committee rather than the Tariff Commission in order to take better cognizance of actual demand and the real costs of production. It was assumed that this would result in a price increase for some categories of steel, but not a uniform price hike for all categories. Removal of price controls beyond the first sale of steel by the main producers in the non-priority sector was also recommended.

Proposals on steel imports call for the Steel Priority Committee to fix the quantities and categories of steel to be imported for defense and heavy industry. Foreign exchange and import licenses will be granted in accordance with these requirements. The report states that the scarcity of foreign exchange would make it inevitable that a "major part" of the exchange available for steel imports would be used for categories of steel required by the high-priority sectors. The amount of exchange left over for the non-priority sector would be granted to "industries which have come to depend critically on some categories of imported steel. . . ."

The Committee also recommended that import duties on steel should be raised to "mop up the difference between the landed cost of each imported category (using for this purpose, the lowest price prevailing abroad) and the prevailing internal market price after making an allowance for normal trade margins." The stated purpose of this proposal is to "take away the stimulus for importing steel on account of price advantage, particularly for non-priority use."

Would abolish entitlements

A final recommendation on imports was the abolishing of steel import entitlements now enjoyed by certain Indian exporters. At present, these entitlement holders are allowed to name, for one-fifth of the amount of steel imported, the actual users who receive the supply. The committee felt that this system produced an incentive for the entitlement holders to sell this imported steel at black market prices.

Before making any decisions concerning the Raj Committee report, the Government of India was awaiting the report of the Producers' Committee on Steel, expected by early November. That committee was set up in July 1963 under the chairmanship of J. R. D. Tata.

Argentina raises tax refund on non-traditional exports

The internal tax refund granted to exporters of merchandise not traditionally entering Argentina's foreign trade has been increased, by Decree 6671/63, from 12% to 18%.

The new decree, which modifies Decrees 1127/63 and 4855/63, provides for establishment of a system to expedite such refunds to exporters, revision of the list of eligible products, and modification of procedures for fixing their values.

Indian Government goal to step up economic growth

Finance Minister cites future liberalization of Reserve Bank's credit policies

Rapid economic growth within a socialist pattern of society is the goal of the Indian Government's economic policy, according to Finance Minister T. T. Krishnamachari.

To step up the rate of economic growth, the Government will review fiscal and related policies and, if necessary, make appropriate modifications. A specific step to speed new investment mentioned by the Finance Minister in a major policy radio speech recently is future liberalization of the Indian Reserve Bank's credit policies.

Mr. Krishnamachari sees no significant liberalization of import restrictions in the near future despite an increasing amount of non-project aid from foreign countries and an upswing in Indian exports. Reasons given were the continuing low level of foreign exchange reserves and requirements of defense. He recognized that shortages of materials and components were a problem for Indian industry but said the only hope for alleviating it was by import substitution and export promotion.

In giving his impressions on the meaning of "socialism," he stressed that socialism "seeks to stimulate and reward individual initiative and enterprise" rather than retard it, but that such enterprise has to be in the "social interest rather than in the direction of promoting dynastic and monopolistic tendencies." He expressed his view that within a socialist society, there must be a readiness on the part of Government to accept basic social and institutional changes, when the test of reason deems such changes necessary to attain the "paramount need" of rapid economic growth.

LIFTS BAN ON SOME IMPORTS

The January 4, 1963, suspension of imports into Paraguay of certain products, mainly cigarettes and textiles, was rescinded on October 22, the U.S. Embassy in Asuncion reports.

Argentina establishes legislation to protect industrial models, designs

Decree complements existing laws on patents and trademarks

Protection of industrial designs and models is now available in Argentina.

As a result of a decree signed by former President Guido in August, new legislation specifically establishes protective machinery, including a Register of Industrial Models and Designs within the Ministry of Mining and Industry.

The decree, which remedies a previous lack of legislation on the subject, is aimed at complementing existing laws on trademarks and patents and was based on laws in Europe and Mexico. The decree will go into effect 30 days after the necessary implementing regulations are issued but not before February 9, 1964.

To benefit from the protection available under the new measures and establish exclusive rights to exploitation of a design or model, the author, foreign or Argentine, must record it in the Register. Protection will be granted for a 5-year period from the date of registration and may be renewed twice, for equal 5-year periods. An Argentine Federal Court ruling is necessary to cancel a registration.

Text available

Authors of industrial models or designs registered in foreign countries may similarly register their models or designs in Argentina if the registration takes place within 6 months of the date of the original registration. The duration of the protection in Argentina is not to exceed the date on which the industrial model or design becomes part of the public domain in the country in which it was first registered.

A text of the decree, No. 6673/63, in Spanish, is available for reference in the Foreign Business Practices Division, Office of Commercial and Financial Policy, Bureau of International Commerce.

PARAGUAY RAISES AUTO DUTY

The Government of Paraguay has announced a tariff rise for automobiles, which now will be dutiable at approximately 90% ad valorem, the U.S. Embassy in Asuncion reports.

The United States has been supplying over a third of Paraguayan automobile imports.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230, or as indicated in individual stories.

Israel Ministry approves 25% tax on capital gains

The Israel Ministry of Finance has approved proposals for introduction of a 25% capital gains tax on corporate shares and other unspecified assets to become effective at the beginning of the next fiscal year, April 1, 1964.

The proposed tax, details of which are still being worked out, is designed to supplement the present Israeli income tax structure. It will not apply to real estate transactions, covered by a land betterment tax, or to bonds and Government securities.

The tax rate, given as 25% of the real value of increase, will be applicable to the difference between the purchase and the sale price deflated by the price index.

The Tel Aviv Stock Market fell off sharply following announcement of the new tax proposal, with some issues declining the full 5% permitted in a single day. Subsequently, the Minister of Finance announced that a method will be worked out to protect legitimate investors from the full brunt of the tax, perhaps by scaling the rate down in proportion to the number of years shares have been held.

DROPS PEAR RESTRICTIONS

The Swedish Government has removed the seasonal import restrictions on fresh pears effective November 20 for the 1963 season, according to the U.S. Embassy in Stockholm.

A corresponding decision for apples is under consideration.

Mexico signs trade treaty with Poland

Increase to $10 million level each way called for in 1st year

A general trade treaty has been signed between Mexico and Poland, according to the U.S. Embassy in Mexico City.

The treaty and the attached protocol call for an increase in trade to a level of $10 million each way during the first year, and for further increases thereafter.

Supplemental agreements between the Mexican Nacional Financiera, S.A. and the Warsaw Trade Bank, as well as between the Bank of Mexico and the Polish National Bank, have been negotiated. The Mexican Nacional Financiera, S.A. signed a financial accord on October 18, authorizing 6% loans to Mexican importers of capital equipment from Poland, with up to 8 years to repay such loans.

The Treaty prescribes most-favored-nation treatment for both countries in regard to: Taxes, duties, and other charges applied to imports and exports, as well as taxes on international payments for trade between the countries; import and export licenses and quotas, including the administration of all licenses, quotas, and other controls; exchange controls and payments; maritime transport; trade fairs; and bidding by foreigners on public contracts in the respective countries.

Trade between Mexico and Poland has been small in recent years. Total Mexican exports to Poland in 1962 amounted to only 63,000 pesos (12.50 pesos = US$1), and Mexican imports from Poland were about 1,147,000 pesos, according to official Mexican statistics.

Bolivia shifts application of investment tax waiver

Bolivia has modified its decree of Oct. 9, 1962, exempting reinvested dividends from taxation, by limiting the exemption to reinvestment in immovable assets or in the establishment of new industries.

This exemption applies to the complementary tax on income received from various sources within Bolivia ("global complementary tax"). The amendment—carrying out the intention of the original exemption—is designed to halt reinvestment in operating capital rather than fixed assets. It is effective from June 1, 1963.

Chad enacts liberal investment code

The Chadian Government has enacted an investment code designed to encourage new private investment in productive enterprises and to expand existing concerns, the U. S. Embassy in Fort Lamy reports.

The Code guarantees to all firms duly established in Chad the right of transfer of capital and profits within the framework of the Chadian exchange regulations.

Subject to application of the principle of reciprocity, foreign firms and their foreign employees in Chad are granted rights, legal position, and tax status equal to those enjoyed by Chad nationals.

The Code provides that industrial, mining, agricultural, and forestry enterprises will enjoy certain tariff and tax reductions, exemptions, and other fiscal benefits as stipulated in the general laws and regulations of Chad and the Equatorial Customs Union.

Special category benefits

Enterprises engaged in manufacturing and processing goods, fishing, stock raising, mining and extraction, production of power, promotion of tourism, and real estate, may benefit, in addition, from certain privileged tax categories, as set forth in the Code. These categories provide for tariff and tax exemptions and concessions over and above those stipulated in the general laws and regulations just mentioned.

Three such categories are specified—A, B, and C—and they are granted to firms for periods up to 15 years (A and B) and 25 years (C). Firms admitted to one of these privileged tax categories may enjoy priority in receiving assistance from the Chadian Development Bank and in obtaining foreign exchange. They may also benefit from quantitative restrictions placed on imports of products in competition with their own, and Chadian Government contracts may be reserved for them. Only firms established after November 12, 1960, or which have undergone significant expansion since that date, are eligible for these privileged categories.

It appears from the terms of the Investment Code that firms in export-import, wholesale and retail trade, air and truck transportation, communications, and construction (per se) are not eligible for the tax and tariff concessions extended either under the general law or under privileged categories.

An unofficial translation of Chad's Investment Code, prepared by the U.S. Embassy at Fort Lamy, is available, on loan, from the Bureau of International Commerce, Africa Division, U.S. Department of Commerce, Washington, D. C. 20230.

Singapore bans exports of rattan and copra

The Singapore Government announced on October 23 that effective that date export of rattan (whole) to any destination, including Malaysian territories, is prohibited.

Singapore had banned export of rattan outside Malaysia on October 10, but it was found that traders were sending the product to the Federation of Malaya for reexportation outside Malaysia.

The prohibition does not apply to export of Malacca cane, Manua cane, rattan or cane of less than 10 feet in length and less than 14 millimeters in thickness, or rattan of any type of less than 7 millimeters in thickness.

The Singapore Government also prohibited export of copra, copra waste, and copra cake outside Malaysia. This action was taken following the Indonesian trade boycott in order to conserve supplies for local mills, which usually obtain 95% of their supplies from Indonesia. Export of coconut oil was placed on a quota basis October 15 with quotas to be based on 50% of an applicant's proven exports of coconut oil during the period September 1, 1962, through August 31, 1963.

Niger issues agreement for petroleum concessions

Niger has established a standard convention for petroleum concessions granted within the Republic.

The convention, established by Decree No. 63.154/MTP/M/U, sets out in detail the rights and obligations of the Government and the concessionaire and his associates in extraction, transportation, and commercialization of the product; penalties to which the concessionaire is subject; basis of calculation and manner of payment of concession fees; and modalities of settling disputes between the Government and the concessionaire.

An abstract of the 63 articles of the convention is available, on loan, from the Africa Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C., 20230.

U.S. shipping, airline firms exempt from Uruguay tax

Negotiations for granting all U.S. shipping and airline companies an exclusion from the Uruguayan income tax for similar treatment already accorded by the United States were recently concluded with that Government.

The U.S. Embassy was instructed to certify the applicability of Sections 872(b) and 883 of the U.S. Internal Revenue Code of 1954 for use by U.S. carriers to obtain the tax exemption. These sections are in full force and effect. They formed the basis of the assurance recently given to the United States by the Government of Uruguay that it has made its administrative determination to grant these American companies exemption from payment of the Uruguayan income tax on the basis of reciprocity.

Saudi Arabia prohibits arbitration clause

The Saudi Council of Ministers has restricted the use of an arbitration clause in all future Government contracts.

The decree states, "No Government agency shall conclude a contract with any individual, company, or private organization which includes a clause subjecting the Government agency to any foreign court of law or any foreign body having a judicial character. Also, no Government agency shall accept arbitration as a means of settling disputes which may arise between it and any individual, company, or private organization. This provision shall not, however, apply to exceptional cases wherein the State shall grant a concession and in doing so find the utmost advantage in including the arbitration clause in such concession."

Swiss TV, radio stations to carry commercials

Swiss TV and radio stations soon will carry commercials, the U.S. Embassy in Bern reports.

Commercials will be broadcast only during certain hours. Advertising time will be differentiated from the regular programs, which seems to imply that sponsored programs are not yet on their way in.

Regulations governing both TV and radio commercials will strictly control advertising of drugs and medicines, limit advertising of alcoholic beverages, and ban advertising of leasing and renting operations.

EEC-Iran tariff reductions effective December 1

An EEC-Iran Trade Agreement, first of its kind between the EEC and a third country, is to become effective Dec. 1.

Last minute changes by the negotiating parties advanced the date for entry into force, originally January 1, 1964 (INTERNATIONAL COMMERCE, Oct. 21, 1963, p. 7).

The trade agreement provides for temporary reduction in the Common External Tariff (CXT) on a most-favored-nation basis for four tariff items. The products, followed by the CXT number, former CXT rate, and CXT rate as temporarily reduced are: Dried raisins, 08.04B, 8% to 7.2%; dried apricots, 08.12A, 8% to 7%; caviar, ex 16.04A, 30% to 24%; and carpets of wool or fine animal hair, 58.01A, ad valorem rate of 32% remains the same but the maximum of $5 per square meter is reduced to $4.50 per square meter.

In addition, a tariff quota at 2% ad valorem for dried raisins in packages not over 15 kilograms was established. The tariff quota is non-discriminatory and amounts to 15% of EEC annual imports from non-associated countries.

The EEC-Iran Trade Agreement is effective for 3 years.

Spain limits liberalization of refrigerator imports

Import into Spain of household refrigerators and separate cabinets with a useful interior capacity of 250 liters (about 8.83 cubic feet) or less will not be liberalized on January 1, 1964, as had been scheduled, the U.S. Embassy in Madrid reports.

The January liberalization will be limited to household refrigerators and cabinets of over 250-liter capacity, provided their weight does not exceed 200 kilos (440 pounds).

New protocol to increase Mexico-Yugoslav trade

Mexico and Yugoslavia have signed a protocol calling for an increase in the level of trade to about $10 million each way within a year. This trade expansion is to result from an exchange of products enumerated in two lists that form part of the protocol (to the Commercial Convention of March 17, 1950).

Yugoslavia agrees to facilitate financing of Mexican purchases of producers' goods. The period for amortization of the loans to be extended to Mexican importers by the Yugoslav Foreign Trade Bank can vary up to a maximum of 10 years, and such loans may bear 6% interest.

The Mexican importer will be free to choose whichever Yugoslav supplier he wishes, and to negotiate with the latter all conditions relative to price, quality, amount of credit, and period for its amortization, subject to the guarantee of Nacional Financiera (Mexican Development Bank).

The lists of products to be traded by Mexico and Yugoslavia under the protocol may be obtained from the Bureau of International Commerce, American Republics Division, Department of Commerce, Washington, D.C., 20230.

Libya drops import duties on some machinery, parts

Libya has removed import duties on water, gas, and petroleum well-drilling machinery and parts, except drill bits which are still subject to a 5% ad valorem duty.

Some of these items previously entered duty free under the Petroleum Law if imported directly by an oil company for its own use in oil exploration. They may now be freely imported by all importers.

Other items which now may be imported duty free include certain vegetable and grain dregs and residues, vitamins, provitamins, hormones and enzymes, glycosides and vegetable alkaloids, quinine, antibiotics, certain artificial resins and plastic material, artificial rain fittings, and wood which is roughly squared or half-squared, but not further manufactured.

Finland expected to reduce tax on automobile imports

The Finnish Parliament has given preliminary approval to a reduction in Finland's automobile tax to take effect on January 1, 1964, the U.S. Embassy in Helsinki reports. The tax will be levied ad valorem on the duty-paid value of the automobile as at present.

The expected reduced rates, with current rates in parentheses, are as follows: For automobiles valued under $938, 35% (40%); $938-$1,875, 50% (60%); $1,875-$2,813, 65% (75%); and over $2,813, 80% (90%).

In addition to the automobile tax, cars are subject to a customs duty of 14% (based on c.i.f. value) plus the Finnish turnover tax of 25% (based on c.i.f. duty paid value).

Passenger automobiles imported for use as taxis are exempt from the automobile tax.

Australian Customs invoice may be completed by agent

Freight forwarder must have authority from principals

Australian Customs authorities will accept invoices completed and signed by freight forwarders on behalf of U.S. exporters shipping to Australia, provided the forwarders have full authority from their principals to perform this service.

The agent must disclose his identity in the preamble to the declaration certificate on the invoice, for example, "I, Thomas Smith, Manager of Thomas Smith Inc. New York, N.Y., authorized Freight Forwarder of John Doe Inc., Clark, N.J."

In addition, the agent is expected to have available all the information necessary for correct compilation of the Australian invoice form. In particular, he must have knowledge of his principal's domestic prices, discounts, and delivery terms. Domestic prices are required to be declared in accordance with fact and not automatically equated to the export selling prices.

It is essential that these procedures be strictly adhered to, otherwise undue delays and increased costs may be encountered on entry of the goods into Australia.

Field Offices of the Department of Commerce and the office of the Australian Customs Representative at 630 Fifth Avenue, New York 20, may be consulted on invoicing and other Australian customs regulations.

Germany opens import quota for dehydrated alfalfa

The Federal Republic of Germany is accepting applications for import licenses for dehydrated alfalfa from countries other than the former OEEC and East bloc. Such applications may be filed until the undisclosed value limit is reached, but not later than March 24, 1964. Licenses will be valid through March 31, 1964. An individual license must not exceed DM 50,000 ($12,500).

The alfalfa (meal and/or pellets) must contain a minimum of 16 % raw protein and minimum of 120 milligrams carotene per kilogram.

29 Malaysian leads cited

Third report from U.S. Mission pinpoints many interesting business ventures

The third report from the first U.S. Mission that visited Malaysia from October 5 to October 30 features a wide range of business opportunities for U.S. firms in Singapore and Sarawak. (Other Mission reports have appeared in the Nov. 4th issue, pp. 42-3, and Nov. 11th issue, pp. 22-3, of IC).

The Jurong Industrial Estate, referred to in some of the openings, is a 9,000-acre tract strategically located and with 8,500 feet of wharfage for oceangoing vessels of up to 36-foot draught. The land is situated near the commercial port of Singapore.

In any correspondence relating to one or more of these specific opportunities, it is requested that interested firms show the respective identifying interview report number listed in parentheses after the Malaysian or Washington address.

Sarawak lumber operations

2432 Veneer & plywood plants

Several firms in Sarawak are interested in securing U.S. participation in ventures ranging from the manufacture of furniture components to exploitation of large areas of timber.

One firm, for example, has a 999-year lease on 157,000 acres near Trengganu and expects to produce 20,000 tons of logs a month. It is building facilities to consume a quarter of the production but would welcome participation in exploiting the remaining 15,000 tons.

Other firms are interested in joint ventures involving construction of a veneer plant, the manufacture and export of furniture parts from sawmill shorts, and the manufacture of plywood.

For further information about these openings, write to the Bureau of International Commerce, Office of International Investment, File 3-2432-2-B, Department of Commerce, Washington, D.C. 20230. (IR 292, 293, 295 and 305)

Paint firm seeks licensing

2851 Paints, varnishes, lacquers & enamels

An established Singapore paint-manufacturing concern which imports raw materials from the United States is interested in manufacturing chemical coatings and specialty paints on a license basis.

The firm has 2 plants in Malaysia and 3 in Indonesia. It is reported that this is the only paint manufacturer in Malaysia which conducts independent research in the field and is able to offer on-the-spot investigation leading to the adjustment of overseas products to local climatic conditions. Through a tie-up with one of the largest trading companies in the area, the firm enjoys excellent distribution facilities throughout Malaysia.

For further information, paint-industry firms should write to the Bureau of International Commerce, Office of International Investment, File 3-2851-3-B, Washington, D.C. 20230. (IR 246)

Lumber treatment and processing

2491 Wood preserving

A Singapore firm of timber processors, directed by a Malaysian graduate of Northwestern University, would welcome a joint venture or possibly a licensing arrangement with a U.S. firm with extensive experience in the whole field of lumber treatment and processing.

The firm is particularly interested in improved methods for the preservation of wood, establishment of custom wood-treating and modern dry-kiln facilities, and modern milling and fabrication techniques.

For further information, write to the Bureau of International Commerce, Office of International Investment, File 3-2491-1-B, Department of Commerce, Washington, D.C. 20230. (IR 215)

Strong product demand

3272 Concrete products

A firm of general contractors and manufacturers of veneer and plywood, managed by an American businessman with 17 years' residence in the general area, is interested in a joint venture with a U.S. firm experienced in the manufacture of prestressed concrete products.

The proposal calls for construction of a modern concrete-batching plant on a site adjacent to deep water and the modern veneer and plywood plant now under construction by the firm in Singapore's growing Jurong Industrial Estate.

Production of concrete piling—for which there is strong demand—pre-cast concrete pipe and other items of concrete which lend themselves to mass production is contemplated. The Singapore Economic Development Board is interested in the proposal and is prepared to document the need for the industry.

For further information, write Bureau of International Commerce, Office of International Investment, File 3-3272-2-B, Department of Commerce, Washington, D.C. 20230. (IR 216)

1511 General building contractors
3429 Hardware

Firms interested in the construction of supermarkets, housing projects and establishment of a plant to manufacture building hardware should write for full details to Singapore Economic Development Board, Fullerton Bldg., P.O. Box 2692, Singapore, Malaysia. (IR 250 and 267)

2000 Consumer goods

A large-scale established manufacturer of food products and alcoholic beverages in Singapore is interested in entering into a joint venture with one or more U.S. firms in the consumer goods field. In addition to owning and operating 2 breweries and bottling plants for 2 well-known U.S.-brand soft drinks, the firm is in the creamery business.

Write to Mr. M. Lewis, Frazer & Neave, Ltd., 475 River Valley Rd., Singapore, Malaysia.

2086 Soft drinks
2841 Detergents
2844 Cosmetics

A soft-drink manufacturer in Sarawak would like licensing arrangements with U.S. firms to manufacture cosmetics, soft drinks, detergents and possibly D.D.T.

Write Ho Siang Teng, General Agent, 59 Ewe Hai St., Kuching, Sarawak.

2431 Folding doors
2511 Furniture

An established furniture maker in Singapore plans to start manufacturing folding

wooden doors. The firm is also interested in making modern furniture under license. It wants to acquire patent rights, trade marks and know-how. Seeks licensing arrangements with qualified U.S. firms.

Write to Mr. Yong Ching Chee, Henry & Co., 35 Sumbawa Rd., Singapore 7, Malaysia.

2432 Plywood plants

A sawmill owner and lumber dealer desires to enter into a joint venture with a U.S. investor for the local manufacture of plywood. Has access to 5,000 tons of Philippine mahogany monthly and has capital to finance the enterprise on an equal basis. The enterprise reportedly has been assured pioneer status by the Malaysian Government.

Write to Mr. Francis C. Liang, Samudra Co., Ltd., P.O. Box 79, Jesselton, Sabah, Malaysia. (IR 326)

A joint venture for the manufacture of plywood is proposed by a Singapore firm with a lease on 600,000 acres of virgin timber. Write to Mr. Kwik Tjoe Bing, 15 Telok Ayer St., Singapore, Malaysia. (IR 237)

2499 Wood dowels
3981 Broom handles

A group of stevedore operators in Sarawak is forming a company to manufacture dowels and broom handles from locally available sawmill waste. About $25,000 is required to complete the plant and start operations. Reconditioned machinery could be utilized. A U.S. firm, possibly one interested in taking up the output, is sought to invest in the company.

Write Mr. Donald R. Drury, P.O. Box 328, Sibu, Sarawak, Malaysia. (IR 294)

2521 Wooden office furniture

This Singapore firm in the office-equipment field was established in 1955. It is interested in a joint venture with a U.S. manufacturer to produce such office furniture as desks, tables, chairs and cabinets. Write Reliance Office Supplies, 40 Raffles Quay, Singapore 1, Malaysia. (IR 226)

2819 Alumina

A bauxite mining firm seeks a U.S. firm interested in a joint venture to establish and operate a mill to reduce bauxite to alumina. The firm's holdings of bauxite are said to be in excess of 10 million tons with a silica content ranging from 5 to 15%.

Write to Ramunia Bauxite, Ltd., 9th Fl., Bank of China Bldg., Battery Rd., Singapore 1, Malaysia. (IR 241).

2834 Pharmaceutical preparations

This firm manufacturers Tiger Balm and an extensive line of medicinal products under the Tiger brand name. It is interested in manufacturing and packaging American drugs under license and distributing them in the Far East under the its trade name. Interested firms should write Haw Par Brothers, Ltd., 88-89 Neil Rd., Singapore 2, Malaysia. (IR 253)

3585 Air-conditioning units
3621 Electric motors
3634 Portable electric fans

A joint venture for the local assembly of home air-conditioning units, portable electric fans, and fractional horsepower electric motors ranging from ⅛ h.p. to 1 h.p. from imported components is proposed by a small manufacturer in Sarawak.

U.S. component suppliers or manufacturers are invited to write to Mr. Chang Ching Weng, Director, South East Asia Enterprises, Ltd., 18 Khoo Hun Yeng St., Kuching, Sarawak, Malaysia.

5491 Poultry & eggs

The Shine Wood Trading Co., P.O. Box 66, Sandakan, Sabah, Malaysia, rubber and timber dealers and supermarket operators, is interested in launching an enterprise to raise poultry and produce eggs on a joint-venture basis with a U.S. investor.

Write to Mr. Tam Kam Cheong, the owner, at the address indicated above. (IR 343)

6515 Agricultural properties
7831 Motion-picture theaters

A Malaysian landowner and timber contractor proposes three joint ventures with American investors: (1) Development of nearly 7,000 acres of virgin land suitable for planting oil palms, coconut trees and banana trees; (2) expansion of a 1,200-acre cattle farm stocked with 200 local breed cattle and (3) construction and operation of a 1,000-seat, air-conditioned motion-picture theater for which he has the building site available. Needs technical assistance, equipment and capital participation.

Write to Mr. Chu Lip Kong, P.O. Box 256, Sandakan, Sabah, Malaysia. (IR 344 and 345)

A Sandakan firm has acquired a 999-year lease on 15,000 acres of virgin land for agricultural development and welcomes U.S. participation in a joint venture.

Write to Far East Enterprise Co., Ltd., P.O. Box 81, Sandakan, Sabah, Malaysia.

6551 Land developers

A Singapore firm with over 12,000 acres of prime land in Kuala Lumpur wishes American participation in development of the area. Write Hardial Singh & Sons, Ltd., 76 High St., Singapore 6, Malaysia. (IR 271)

An American investor is sought by a firm in Sarawak to enter into a joint venture for the development of a 1,120-acre tract in the heart of Kuching. The land is said to be suitable for erection of residential and office buildings, together with a shopping center including a hotel and theater.

The firm has title rights for 999 years on the tract and the area is considered capable of economically supporting the complex envisaged. Would also sell the title rights.

Write to Mr. Proud, Borneo Co., Kuching, Sarawak, Malaysia.

Refrigeration, tool and appliance output wanted

Two New Zealand firms want licenses to produce small hand tools and appliances as well as industrial and commercial air-conditioning and refrigeration equipment.

- A manufacturer of small engines seeks a licensing arrangement for the production of small tools and appliances using small 2 and 4-stroke engines up to 2-10 h.p. H. M. Fogarty, Ltd., P.O. Box 1065, Auckland.
- Licensing arrangement is sought by a refrigeration engineering firm for new product development in industrial and commercial refrigeration as well as commercial and laboratory air-conditioning. Ellis Hardie Syminton, Ltd., Fanshawe St., Auckland, attn. Mr. Bridson.

Manufacture of hose clamps, springs, other items asked

A manufacturer seeks license to produce all kinds of springs, hose clamps and other pressed and forged metal items.

For further information, write A. B. Industrifjadrar, Mosteras, Sweden.

Kenya welcomes capital investment; area market of 25 million available

Economic development of country stressed; Government is willing to consider financial participation in projects

Kenya, scheduled to become independent on December 12, offers modern facilities and welcomes capital investment, according to a pamphlet recently published by that country's Government. Kenya forms a customs union with neighboring Tanganyika and Uganda, creating an internal market of 25 million inhabitants.

Nairobi, the capital and an international air center, is connected with Uganda and Tanganyika by an efficient air, rail, and lake steamer network. The port of Mombassa handles all exports from Kenya and Uganda, and the country is favorably situated to manufacture for export, especially to the Arabian Gulf and Indian Ocean areas.

Individual consideration

Each application for introduction of foreign-investment capital is considered separately. Generally, a project is approved if it will lead to the earning or securing of foreign currency, or result in a gain of technical knowledge of overall importance to the economic development of the country—even though a loss of foreign exchange may be involved. Where approved status is granted, assurance is given that no less favorable treatment will be accorded to an application for repatriation of capital to the country of permanent residence of the investor than to an application for transfer of profits and dividends.

There is a minimum of restriction on exchange-control transactions, and the Government is willing to consider financial participation in industrial development. This would normally be in collaboration with private enterprise capital and expertise and for projects likely to further economic development.

Copies of the pamphlet, *Investment in Kenya*, are available from the Bureau of International Commerce, Africa Division, Department of Commerce, Washington, D. C. 20230.

PHILIPPINE BRANCHES

The American Foreign Insurance Association has opened 2 new offices in the Philippine Islands. A branch office has been established in Davao, the principal city of Mindanao and a sub-branch office in Bacolod on the island of Negros.

Overseas concerns look for tie-ups with U.S. firms

Process to reinforce, prestress concrete and metals, patents for special wall material offered

U.S. licensees are sought by a South African firm for a process for reinforcing and prestressing concrete and metals, and by a German manufacturer who wants to sell patents covering a noise-absorbing and insulating wall covering.

- A South African firm offers a license for a reinforcing and prestressing process which concerns 4 patented techniques for achieving greater load-carrying efficiency in concrete and metals. According to the firm, these methods produce economies over other methods.

Wide applications

The techniques are applicable to building construction, bridges, hangars, aircraft manufacture and rockets. Technical data explaining the process is available on a loan basis from Bureau of International Commerce, Office of International Investment, File 1169, Department of Commerce, Washington, D.C. 20230.

- A German manufacturer offers to sell patent rights for a noise-absorbing wall material that combines the best characteristics of thermal insulation and acoustical treatment.

A sample of this wall material is available on loan from the Bureau of International Commerce, Office of International Investment, File 1053R, Department of Commerce, Washington, D.C. 20230.

4 French firms interested in licenses, joint venture

Production licenses or a joint venture are sought by four French companies in order to manufacture or obtain varied industrial products and equipment as well as venetian blinds.

Blinds, shutters. License sought for the production of venetian blinds and rolling shutters with aluminum or wooden slats. Etab. A. Cazabon, 3 Grande Rue Marengo, Toulouse (Haute-Garonne).

Chemicals. Distributor of chemicals and raw materials for industrial and maintenance purposes seeks joint venture with a U.S. manufacturer of similar products as a means of securing an exclusive source of supply. Jarach, 108 rue du Velodrome, Cauderan (Gironde).

Electronic aeronautical equipment. Firm specializing in repair and maintenance of electronic aeronautical equipment seeks license to manufacture this equipment. Societe d'Entretien & de Reparation Industrielle de Materiel Aeronautique, 3 Quai Gallieni, Suresnes (Seine).

Plastic items. Manufacturer of plastics for various industries seeks licensing rights on plastic items for the building trade to be sold in France and elsewhere in Europe. Manufacture d'Articles Industriels, S.A.R.L., 28 Avenue du Panorama, Bourg-la-Reine (Seine).

Shopping center project proposed

SE Asian opening may include hotel and office building

A joint-venture opportunity in a modern department store, to be located in the capital city's main business district of a southeast Asian country, appeared in the August 26th issue of IC.

Information furnished by a U.S. marketing expert who visited the site indicates that this opportunity holds possibilities of substantially increased scope. As now reported, the project has been expanded to a shopping center complex which might include a hotel and office building as well as a department store.

Several inducements to potential investors are cited. These include certain tax advantages, flexibility in building construction and lease arrangements, and possible import privileges for building materials, equipment and fixtures. There

would be a reasonable percentage of local capital participation in the venture.

U.S. firms experienced in the development of projects of this nature, in addition to those in the department store and hotel fields, should write for further information to Bureau of International Commerce, Office of International Investment, File 3-5311-2a-B, Department of Commerce, Washington, D.C. 20230.

Tomato product plant urged in Ecuador area

Investment return of 22.3% seen possible for operation

A tomato-processing plant, producing ketchup, tomato paste and perhaps tomato juice as well, would be a profitable enterprise in Ecuador, according to a study prepared by the Development Ministry of Ecuador. Stimulated by this study, a group of responsible businessmen in Loja, Ecuador, proposes that a U.S. manufacturer of tomato products be encouraged to establish a subsidiary in the Loja area.

In a succinct feasibility study prepared by this group, it is pointed out that tomatoes are now being produced in three valleys near Loja in sufficient quantities to warrant establishment of a tomato-processing plant.

Market booms

From 1950 to 1960, on the basis of import statistics, consumption of tomato products in Ecuador increased by 253% for ketchup, 83.3% for tomato paste and 491.1% for tomato juice. By 1970, consumption will have reached an estimated 370.5 metric tons for ketchup, 247.5 metric tons for tomato paste and 39.2 metric tons for tomato juice.

The Loja business group hopes that a U.S. firm with know-how and adequate capital will be attracted by prospects of a 22.3% return on its investment and establish a subsidiary in this area. Such an installation would also contribute significantly to the area's development.

U.S. firms interested in obtaining a copy of the feasibility study prepared by the Loja group are invited to write to the Bureau of International Commerce, Office of International Investment, File 2-2033-2-B, Department of Commerce, Washington, D.C. 20230.

$9-million sugar project in Nyasaland in blueprint stage; equity opening

U.S. producer or refiner sought to provide machinery and technical management for development; good demand seen

A $9-million project for the production and refining of cane sugar in Nyasaland is being blue-printed by an important Rhodesian development company with large investments in Nyasaland as well as in Southern Rhodesia.

The company is seeking a U.S. sugar producer and/or refiner to provide the necessary refining machinery and technical management for the project. It will consider accepting a ⅓ U.S. equity interest in the project.

The Rhodesian company is willing to put up at least ⅓ of the estimated $9.1 million cost of the completed project. The Nyasaland Government is said to be willing to provide another third of the cost.

Large acreage

The project involves the development of some 17,000 acres on the northwest side of the Elephant Marsh for sugarcane cultivation. The land, which the Nyasaland Government is willing to lease on a long-term basis, does not require filling and is expected to produce up to 40,000 tons of sugar from 10,000 acres after development.

Current sugar consumption in Nyasaland is estimated to be between 30,000 and 35,000 tons a year and is expected to grow. This project, which is held to be economically feasible, could supply Nyasaland's entire domestic sugar requirements, obviating the need for sugar imports.

For further information, interested U.S. sugar producers and/or refiners are invited to write to Bureau of International Commerce, Office of International Investment, File 1-2061-1-G, Department of Commerce, Washington, D.C. 20230.

1st African Cooley loan boosts Sudan drug output

The first local currency loan to U.S. affiliated private enterprise in Africa will help expand drug production in the Sudan.

A Cooley loan of 156,794 Sudanese pounds, equivalent to $450,000, has been authorized for Sudanese Chemical Industries, Ltd. The loan will help increase production, including manufacture of drugs under their generic names.

Sudanese Chemical Industries will be affiliated with an American-owned firm, McKesson and Robbins International.

Cooley loans, named for the North Carolina Congressman who introduced authorizing legislation, employ local currencies derived from sales to developing nations of U. S. surplus agricultural commodities. They are available to U. S.-owned or affiliated firms and to foreign firms whose operations expand markets for U. S. farm products.

Lighting, wiring equipment firm asks license, capital

An English manufacturer of electric lighting and wiring equipment seeks a licensing arrangement as well as capital. The firm makes circular fluorescent fittings, cable trunking, wiring accessories and transformers for fluorescent fittings, equipment for electrical wiring or allied products.

Write to Vanguard Engineering Co., Commonwealth Factory, Woolwich Church St., London, S.E. 18

Mexican toy and decoration producer seeks know-how

A Mexican manufacturer and printer of labels, wrapping, flexible packings, toys and decorative items of paper and plastic is anxious to contact a U.S. firm capable of providing technical assistance and know-how in return for a royalty setup.

Royalties would be paid on printing or manufacturing processes and a rental arrangement made for the use of molds for production of plastic novelties.

For further information, write Artes Graficas Unidas, S.A., Av. 174, Oriente #473, Col. Montezuma-3d Section, Mexico 9, D.F., Mexico.

Additional information can be obtained from the following Department of Commerce publications:

Licensing and Exchange Controls, Mexico. WTIS. Part 2, No. 58-50. 4 pp. July 1958. 10 cents.

Economic Developments in Mexico, 1962. OBR 63-77. 15 pp. March 1963.

Electronic project bids opened by NATO

An Electromechanical and Electronic project in the Attica area, estimated to cost $5 million, has been opened to U.S. bidders under the international competitive bidding procedure (ICBP) of the North Atlantic Treaty Organization (NATO).

The electromechanical procurement and installation phase is estimated to cost $2.7 million and includes power stations, sub-stations, electrical installations, ventilation, air conditioning, auxiliary installations, and arrangements.

The electronic phase including the supply and installation of teletypes, cables, transmission equipment, receiving equipment, and auxiliary equipment is estimated to cost $2.3 million. Brick and mortar works now under construction are not included in this project.

Interested firms qualified to participate in NATO-ICBP should write by December 15 to: NATO Common Infrastructure Works Section (DA III), Royal Hellenic Navy General Staff, 2 Paparrigopoulou St., Athens, Greece.

The pertinent tender documents, which are classified confidential, will be made available to qualified firms on February 1, 1964, upon payment of 1,000 drachmas (approx. $35, including exchange costs). The value of the documents can be paid either in cash or by certified check payable to Mr. Constantinos Maraveleas, NATO Common Infrastructure Works Section (DA-III), Royal Hellenic Navy General Staff, 2 Paparrigopoulou St., Athens, Greece.

Copies of the notification with instructions and additional information concerning this project is available from Business and Defense Services Administration's Commodity Export Promotion Staff, Rm. 4203 (Attn: R. C. Parker), U.S. Department of Commerce, Washington, D. C., 20230.

Firms not already certified to participate in NATO bidding should send a resume of their qualifications to the Export Promotion Staff. A brochure on the NATO International competitive bidding procedure is available from the Staff Office also.

Moroccan wants auto spare parts consignment

A. J. Canada, Ave. Mohamed V, Tangier, Morocco, wishes to represent U.S. manufacturers of automobile spare parts in operations in free ports. He would like to have parts shipped to him on consignment, and would limit his services to maintaining stocks and making shipments to distributors in Europe and North Africa.

By having stocks available in the free ports of Tangier, Ceuta, Cadiz or Gibraltar, Mr. Canada believes U.S. manufacturers would be enabled to fill orders from their European and North African agents more promptly and efficiently.

Mr. Canada can operate in all four ports and would use whichever would be most advantageous. He would ship parts by air freight, parcel post, sea or land, depending on the circumstances.

Under the consignment arrangement, with services limited to maintaining stocks and filling orders, he would not be competing with presently established agents.

A WTD report dated 9/7/62 is available from the Commercial Intelligence Division, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Korea opens invitation bids for chemical requirements

The Office of Supply, Government of the Republic of Korea, Seoul, has issued Invitation KFX 3082-N for chemicals and flotation reagents.

Bids are requested on 400 metric tons of calcium chloride, solid, 72%; 3,300 pounds of methyl isobutyl carbonol (for use as flotation agent), purity 97.5% minimum and specific gravity of 0.807-0.809; 5 metric tons of tannic acid, minimum 68%.

Bids must be received by the Office of Supply, Government of the Republic of Korea, Seoul, by 2:00 p.m., November 29. Preference will be given to suppliers who can deliver prior to January 31, 1964.

Copies of the invitation and specifications are available from Myong Nam Ahn, Procurement Attache, Korean Embassy, 2322 Massachusetts Ave., NW., Washington, D.C., 20008.

$11 million program for roads set in Saudi Arabia

The Saudi Arabia Ministry of Communications is inviting tenders for a wide variety of roadbuilding equipment. Among the twenty items to be purchased are a substantial number of tractors, trucks, mobile repair units, graders, shovels, loaders and necessary spare parts. This equipment will be used in connection with the Government's secondary and agricultural road construction program.

Tender documents and specifications, in Arabic only, can be obtained from the Ministry of Communications in Riyadh or from the U.S. Embassy in Jidda on payment of $222.22.

Bidders are required to offer a one year guarantee and must include free repairs plus instructors for training and maintenance during this period.

The bid deadline is December 5.

Further extension made on machinery bid by India

The Municipal Commissioner, Bombay Municipal Corp., Bombay 1, has announced a further extension to Nov. 30 of the bid deadline for the supply and installation of machinery and electrical equipment for a slaughter house. (INTERNATIONAL COMMERCE, July 22, p. 35, October 7, p. 23.)

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from the G.I.E.C. Division, B.D.S.A., Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Transmission towers for Thailand supply needed

The Yanhee Electricity Authority, Samsen Road, Bangkok, Thailand, invites bids for designing and furnishing 115 KV steel transmission towers for the construction of 171 km. of transmission line in two sections. One section will be 84 km. extending from the Bangkapi Substation near Bangkok to Chachoengsao and Chonburi; the other section will be 87 km. extending from the Bangkok Noi Substation near Bangkok to Nakhon Pathom and Rajburi.

These lines are part of the Second Yanhee Project comprising additions to existing transmission facilities in Thailand. These additions include: (a) Installation of a second 230 KV transmission circuit between Bhumiphol Hydroelectric Power Plant and Bangkok; (b) Construction of 370 km. of 115 KV and 400 km. of 69 KV transmission lines, appropriate substations and facilities to serve additional towns.

Bids should be submitted to the Supply Division of Electricity Authority, Nondhaburi, Thailand, on or before Dec. 3. A copy of the bid should be mailed to arrive on the same date to Engineering Consultants, Inc., 1901 S. Navajo St., Denyer, Colorado, 80223.

Delivery time is important and the guaranteed delivery should be as short as possible.

A copy of the tender notice and conditions is available for review only in the office of the Building Materials and Construction Industries Division, BDSA, Rm. 4014, U.S. Department of Commerce, Washington, D.C., 20230. (Telephone: 202—WO 7-3601).

Spain wants machinery

Juan Ucha y Cia., S.L., wholesaler and importer, is interested in buying chain saws and other woodworking machinery; 2,000 industrial water pumps, preferably plastic; 5,000 gasoline engines, 2 h.p., air cooled. Suppliers are to contact this company direct at Ave. Barcia Barbon 19, bajo, Vigo.

Taiwan firm needs textile machinery equipment bids

Far Eastern Textile Ltd., located at 10 Yong Sui Rd., Taipei, desires bids on tender No. IDA/CDC—14, closing December 4, for the following items: one complete set of blow room equipment for 10,000 spindles spun 10 Ne to 60 Ne counts (av-32 Ne) complete with necessary equipment; four combing machines with 8 heads complete with necessary accessories; one first preparing machine for combers (drawing frame) of two heads (separate unit), complete with necessary parts; one second preparing machine for combers (sliver lapping machine) for uniting 20 to 24 slivers. All prices should be fob with freight and insurance quoted separately.

Specifications are available on a short term loan basis to firms domiciled in the U.S. from the G.I.E.C. Division, B.D.S.A., Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202—WO 7-5589).

Stationery and supplies needed by NATO and SHAPE

Bids for office stationery and supplies have been asked by the North Atlantic Treaty Organization (NATO), under international competitive bidding procedure, and by the Purchasing and Contracting Officer, Supreme Headquarters Allied Powers Europe (SHAPE), the Department of Commerce announced today.

According to the Department's Business and Defense Services Administration (BDSA), NATO tender 1964-1 calls for various quantities of duplicating offset typewriter paper and card stock. Tender No. 1964-2 covers envelopes in various sizes and quantities. No. 1964-3 specifies carbon paper, stencil paper and ink stencil.

SHAPE No. 1-64 itemizes seven file folder sets and file folders. No. 2-64 covers writing paper, steno-books and writing pads. SHAPE No. 3-64 lists three lots of various types of pencils.

Bid deadline for the NATO items is November 30. The deadline for SHAPE No. 1-64 is November 25 and 2-64, November 29. The deadline for SHAPE tender 3-64 is December 2.

Copies of the bid documents with instructions and additional information are available from BDSA's Commodity Export Promotion Staff, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Inquiries should specify tender numbers.

Firms not already certified to participate in NATO bidding should send a resume of their qualifications to the Commodity Export Promotion Staff. A brochure on the NATO international competitive bidding program is available from the Staff Office.

Radioteletype system bids requested by Viet-Nam

Bid proposals are being solicited by the Republic of Viet-Nam for the establishment of a radioteletype communications system to be operated by the Vietnamese Directorate of Civil Aviation between Saigon and Da-Nang.

Complete copies of specifications accompany the tender, issued by the Central Purchasing Authority, P.O. box H-5, Saigon, Viet-Nam, (Cable: MAIDICH SAIGON). Cable bids will be accepted if the formal bid is air mailed at the same time and the cable so states. The deadline date is December 4.

Bidding documents are available for review or on loan to companies located in the U.S. from the Electronics Division, BDSA, Rm. 4117, U.S. Department of Commerce, Washington, D.C., 20230. (Telephone: 202—WO 7-2328).

Honduras invites bids

Banco Municipal Autonomo, Tegucigalpa, invites bids for the construction of International Airport of "La Mesa" near San Pedro Sula.

Closing date is November 30.

Specifications and documents are available for $100 from Banco Municipal Autonomo, Tegucigalpa, Honduras.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4203, Telephone: 202-WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 1830 B. Telephone: WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

012 Fruit, Tree Nut, Vegetable Farms

NORWAY—Fresh fruit—citrus, apples and pears. Direct purchase and agency. Leif H. Strom, (importing wholesaler, manufacturers' agent), 16 Dronningensgate, Oslo.

019 Commercial Farms

ENGLAND—Agricultural and horticultural seeds and bulbs. Direct purchase. Hurst Gunson Cooper Taber Ltd., (exporter, importer, wholesaler), Witham, Essex. WTD 9/23/63.

200 Food

ENGLAND—Fish meal, feather meal, and all other animal proteins. Direct purchase. David T. Boyd and Co., Ltd., (manufacturer, exporter, importer, wholesaler), 24 Eastcheap, London, E.C.3. WTD 9/19/63.

Foodstuffs of all kinds: canned goods, specialty foods, biscuits, delicatessen items, confectionery. Direct purchase. British Merchants Ltd., (importer), 32 Lime St., London, E.C.3. WTD 10/22/63.

201 Meat Products

ITALY—Agency only: Frozen turkeys; requests replies from manufacturers only. Novicompa, (agent), Piazza Grandi 24, Milan. WTD 9/25/62.

202 Dairy Products

ITALY—Dairy products. Direct purchase and agency. Delfino & Co., V. Privata Tobruk 3, Milan. WTD 8/27/63.

203 Canning, Preserving Foods

FRANCE—Fresh frozen codfish ("cabilliau") fillets, frozen, prepared at sea for wholesale merchandising in slabs of 22 to 25 lb. each. Direct purchase and agency. Also distributorship for southwest France. Etablissements A. Gré & Cie., (wholesalers), 15 Cours du Chapeau-Rouge, Bordeaux, Gironde. WTD 10/24/63.

Crab meat, Alaska crabs preferred, canned (8-oz. tin cans). Direct purchase for exclusive importation into France by lots of 100 cases, min. Requests replies and price quotations

from packers and exporters only. Etablissements Cresca, (importers, exporters, wholesalers), 18-26 rue Vergniaud, Bordeaux, Gironde. WTD 3/5/63.

Frozen salmon and shell fishes. Requests replies in French. Societe La Langouste, Roscoff (Finistere). WTD 10/16/63.

ITALY—Canned and preserved fruit, vegetable and sea food products. Direct purchase and agency. Delfino & Co., (agent), V. Privata Tobruk 3, Milan. WTD 8/27/63.

SOUTH AFRICA—Pistachio nuts; preferably canned or vacuum-packed. N. Bhoola & Sons, (Pty.), Ltd., (importer, wholesaler), P.O. box 216, Durban. WTD 2/14/63.

204 Grain Mill Products

ITALY—Animal food products. Direct purchase and agency. Delfino & Co., (agent), V. Privata Tobruk 3, Milan. WTD 8/27/63.

MOROCCO—Pharmacopoeia starch, wheat type only, for use as a binder in preparation of various medicines in tablet form. Requests replies in French. Levy Jacques Pharmacie du Caducee, (importer, wholesaler, retailer), 337 Blvd. Mohammed V, Casablanca. WTD 9/17/62.

PHILIPPINES—Wheat grains: hard red spring wheat and white wheat varieties; animal feed ingredients: blood meal soybean meal, bone and meat meal. Direct purchase and agency. General Milling Corp., (importer, manufacturer), P.O. box 312, Colon St., Cebu City. WTD 7/13/63.

TRINIDAD—Kibbled maize (cracked and crushed corn); requests replies from suppliers only. Ernest S. Vieira & Co., Ltd., 21 Chacon St., Port of Spain. WTD 10/24/63.

207 Confectionery

SWEDEN—Confectionery; direct purchase and agency. AB Marimex, (agent, wholesaler), Stormgatan 15, Malmö. WTD 10/24/63.

209 Food Preparations

ENGLAND—Vegetable oils: all kinds, oilseeds, oilcakes and other forms of animal and vegetable protein suitable for animal feeding stuffs. Direct purchase. J.H. Rayner and Co., Ltd., (importer), Audrey House, 3, 5, 7, Houndsditch, London, E.C.4. WTD 5/23/63.

SWEDEN—Soybean derivatives, such as flour, protein concentrates; binding additives for the food industry; direct purchase or agency. Ingemar Munthe, (agent, wholesaler), Magasinsgatan 3, Göteborg C. WTD 9/27/63.

VENEZUELA—Fish-meal. Direct purchase and agency. Comercial Mara, S.A., (distributor, sales agent), Apartado 6352, Caracas, Esquina Piñango, Edificio Piñango, Caracas. WTD 10/3/63.

210 Tobacco Manufactures

SWEDEN—Cigarettes, cigars, pipe tobacco; direct purchase and agency. AB Marimex, (agent, wholesaler), Stormgatan 15, Malmö. WTD 10/24/63.

220 Textile Mill Products

DENMARK—Textile fabrics, all kinds, for women's nightwear and housecoats. Weko v/ K.E. Balleby Jensen, (manufacturer), 23 Sondergade, Vejen. WTD 2/26/63.

ENGLAND—Furnishing fabrics for upholstering and drapes: uncut moquettes, tapestries, modern weaves, nylons, silks, rayons. All price ranges. Agency and direct purchase. N.B. Smith & Co., (importer, wholesaler), 57 Great Eastern St., London, E.C.2. WTD 10/23/63.

Fabrics suitable for use in the manufacture of ladies' rainwear. Direct purchase. M. Cohen and Sons (M/c) Ltd., (manufacturer, exporter, retailer), Morcosia House, 56 Lever St., Manchester 1. WTD 10/23/63.

GERMANY—Fabrics for sports clothing made of cotton, wool, synthetic mixtures and knitted elastic materials for women, men, boys, girls. Requests quotations cif European ports. Wilhelm Feller, Allround-Sportbekleidungsfabrik, (manufacturer), 197 Postfach, 43-47 Albertstrasse, 56 Wuppertal-Barmen. WTD 9/27/63.

■ **GREECE**—Fabrics in rayon and acetate, approx. 30,000 yards, $25,000, value f.a.s. New York and c&f Piraeus; fabrics for men's shirts in cotton, 25,000 yds., $17,000; fabrics for men's pants, cotton, 5,000 yds., $3 000; fabrics for ladies' dresses, spun rayon, $5,000, 7,000 yds. All fas. Loan No. 240-H-028. U.S. source. Quotation date December 6. Clement Artopoulos Ltd., 6 Pandrossou St., Athens. SBC-445.

MOROCCO—Dacron fabrics for men's trousers. Société Industrielle de Confection Marocaine, 122, rue du Chevalier Bayard, Casablanca. WTD 1/16/63.

NIGERIA—Fabrics, inexpensive. Elias Aboud & Sons, (import-export merchants), P.O. box 79, Lagos. WTD 3/26/63.

PHILIPPINES—Organdy fabrics, cotton remnants. Direct purchase and agency. Philamco Enterprise, (importing distributor, exporter), 315 Yutivo Bldg., Dasmarinas St., P.O. box 257, Manila. WTD 6/2/61.

SWEDEN—Cotton, rayon, woolen fabrics for women's dresses, skirts; direct purchase from mills or converters. Wallengrens Konfektions AB, (manufacturer), Varbergsgatan, Göteborg. WTD 10/30/62.

221 Broad Woven Fabrics Mills, Cotton

FRANCE—Cotton fabrics for the manufacturing of mattresses. Requests replies in French. Direct purchase and agency. Ets. Baures & Cie, (wholesaler), 3 Place du Marché de l'Avoine, Issoudun (Indre).

ITALY—Cotton upholstery fabrics. Direct purchase and agency. Ettore Nigri, (agent), V. Fontana 18, Milan. WTD 9/6/63.

222 Broad Woven Fabric Mills, Man-Made Fiber, Silk

FRANCE—Dacron fabrics. Direct purchase and agency. Ets. Textiles Confectionneurs Reunis, (manufacturer), 33 rue Beauregard, Paris 2e. WTD 8/30/63.

Unbleached nylon fabrics, especially taffeta, 128 cm. wide, warp 38 threads for 1 cm. 50 Den./17 sprigs—warp-torsion 150/200 turns s.d.—woof 26 picks in 1 cm. 50 den./17 sprigs—20 turns s.d., or similar. Quantity: 100,000 meters per month. Ets. Paul Merie, (manufacturer), 22 rue des Capucins, Lyon 1er.

ITALY—Rayon upholstery fabrics. Direct purchase and agency. Ettore Nigri, (agent), V. Fontana 18, Milan. WTD 9/6/63.

223 Broad Woven Fabric Mills, Wool

FRANCE—Woolen fabrics, supplies for upholstery. Requests replies in French. Direct purchase and agency. Ets. Baures & Cie, (wholesaler), 3 Pl. du Marché de l'Avoine, Issoudun (Indre).

ITALY—Woolen upholstery fabrics. Direct purchase and agency. Ettore Nigri, (agent), V. Fontana 18, Milan. WTD 9/6/63.

224 Narrow Fabrics, Other Smallwares Mills

FRANCE—Shoe laces, all kinds. Direct purchase and agency. Requests replies in French. Ets. Baures & Cie, (wholesaler), 3 Pl. du Marché de l'Avoine, Issoudun (Indre).

228 Yarn, Thread Mills, Products

■ **TURKEY**—Nylon stretch yarn, 60/2 and 70/2 den. natural and dyed. Import license No. 002138. Approximately $5,200. Quotation date November 28. Robert Esjenazi ve Salamon Elinekave, Koll. Sti.—Fincancilar, Vasif Cinar, Cad. Sark han n. 13/14, Istanbul. SBC-439.

229 Textile Goods

FRANCE—Hemp and linen threads for the shoe industry. Requests replies in French. Direct purchase and agency. Ets. Baures & Cie, 3 Pl. du Marché de l'Avoine, Issoudun (Indre).

Ropes, hand and soft fiber. Direct purchase and agency. Requests replies in French. Ets. Baures & Cie, (wholesaler), 3 Pl. du Marché de l'Avoine, Issoudun (Indre).

Neoprene or polyvinyl chloride coated extensible rope. Eurocable, (manufacturer), 121 rue de Charonne, Paris 11e. WTD 10/23/63.

GREECE—Plastic textiles for the upholstery industry. Requests replies from manufacturers with brochures and quotations. Theodoros Tsaousoglou, (manufacturer), 33 Filippou St., Thessaloniki.

230 Apparel

GERMANY—Ready-made sports clothing made of cotton, wool, synthetic mixture fabrics and knitted elastic materials for women, men, boys, girls. Requests price quotations cif European ports. Wilhelm Feller, Allround-Sportbekleidungsfabrik, (manufactuerr), 197 Postfach, 43-47 Albertstrasse, 56 Wuppertal-Barmen. WTD 9/27/63.

232 Men's, Youths', Boys' Furnishings, Work Clothing

ETHIOPIA—Workmen's uniforms (plastic or synthetic, acid and caustic resistant), industrial aprons for use by slaughterhouse workmen; requests illustrative catalogs, prices c.i.f. Djibouti, French Somoliland, from manufacturers only. Balambaras Ashebir Gabre-Haiwot, Ethiopian Abattoirs Share Co., (manufacturer), P.O. box 1908, Addis Ababa. WTD 10/15/63.

233 Women's, Misses', Juniors' Outerwear

NETHERLANDS—Dresses for teen-agers; inexpensive, good quality. Confectieindustrie "El Greco" N.V., (manufacturer, importer), 105 le Constantijn Huygensstraat, Amsterdam. WTD 10/25/63.

239 Fabricated Textile Products

DENMARK—Floor cloths, dish cloths, dust cloths, terry cloth rags, towels. William Bencke & Co., (importing wholesaler), 1 Langelinie, Odense. WTD 3/19/63.

FRANCE—Printed and plain colored cotton, artificial fiber fabrics, curtain materials, tablecloths, sheets, similar items. Direct purchase and agency. Comptoir des Tissages d'Alsace, (importing wholesaler), 16, rue Jacques Preiss, Colmar (Haut-Rhin). WTD 3/28/63.

Cotton tents, canvas. Direct purchase and agency. Requests replies in French. Ets. Baures & Cie., (wholesaler), 3 Pl. du Marché de L'Avoine, Issoudum (Indre).

● **MOZAMBIQUE**—Tarpaulins, various sizes, quantity 1,500. Terms and specifications, including six drawings, available from 2a. Seccao dos Armazens do C.F.B., Caixa Postal 1399, Beira, on payment of $5.25 per set, exclusive of air mail charges. Bidders required to make qualifying deposit of 80,000 escudos ($2,799.16), corresponding to 2.5% of total bid value. Correspondence in Portuguese preferred. Tender No. A/CFB/1/1-2/64. Bid deadline January 29, 1964. Servico de Armazens do C.F.B., Direccao de Exploracao do Porto e Caminho de Ferro da Beira (Office of the Beira Railway Storekeeper, Directorate of the Beira Port and Railway), P.O. box 1399, Beira.

SOUTH AFRICA—Curtain material, particularly interested in shantung fabrics, early American smallflower and checkered patterns. Price range from $0.45 to $1.25 per yard, in rolls. Direct purchase and agency. Hollywood Furnishing Co., (importing distributor, wholesaler, retailer and manufacturer), 204 Long St., Cape Town.

240 Lumber, Wood Products

ENGLAND—Hardwood and softwood lumber and logs; plywood; fiber boards and hardboards. Direct purchase and agency. T. J. Barker and Co., (broker, sales agent), 5 New Bridge St., London, E.C. 4. WTD 7/30/63.

242 Sawmills, Planing Mills

■ **GREECE**—2" x 6" to 12" or wider, 8' to 20' or longer, Douglas fir, No. 2 clear and better, allowing up to 10/15%, No. 3 clear, rough, green, anti-stain treated per R List. FAS. Terms of payment, 25% in advance by confirmed letter of credit upon arrival of goods. Bills of lading to be delivered by shippers blank endorsed. Insurance to be covered by buyers in Greece. Quotations desired by December 1. Gevrielidis Brothers, 9 Nea Xyladika St., Thessaloniki. Loan No. 240-H-028. U.S. source. SBC-440.

■ Douglas fir, rough green No. 2, clear and better, allowing max. 15% No. 3, clear graded as per "R" export list, anti-stain treated 2x4" to 2x12" and wider, 8/20' or longer. Price per 1000' fbm-cif Piraeus, net, $15,000. Loan No. 240-H-028. U.S. source. Quotation date December 6. Georgiou & Papathanassoupoulos, 159, St. Andreas St., Patras. SBC-445.

■ Steamed American black walnut, 12,000' of fas and fasif quality, thickness 4/4 and 8/4, 6' and longer 70% or more, 8' and longer of which 30% or more 10' and longer, widths 5" and wider with all the wider developing, cif Piraeus. Approx. $8,000. Loan No. 240-H-028. U.S. source. Quotations desired by December 5. M. S. Staddinopoulos Bois, Eschylou 10, Athens. SBC-448.

■ **KOREA**—Lumber, incense cedar, No. 1, No. 2, merchantable or better, 2⅞" or wider, x 3" or larger x 4' or longer. C&f Pusan or cif or fas U.S. port by U.S. commercial liner vessel. Reference No. FFO-SAI-3-3-368A. PA#3205-570-000-356-3205. U.S. source. Dong A Pencil Co., Ltd., 150 Sam-sung Dong, Taejon. Cable: DOPENCO, Seoul. SBC-440.

249 Wood Products

FRANCE—Shoe forms and fitting; lasts. Direct purchase and agency. Requests replies in French. Ets. Baures & Cie, (wholesaler), 3 Pl. du Marché de l'Avoine, Issoudun (Indre).

■ **GREECE**—Battery separators with .020 glass mat, height 5⅜", width 5 27/32", thickness .095, 300,000 pieces; 5¾" x 5 27/32" x .0095, 100,000 pcs.; 5¾" x 5 27/32" x .080, 100,000 pcs.; 5⅜" x 5 27/32" x .088, regular type, without glass mat, 300,000 pcs. FOB factory and estimated C & FR. Piraeus. Loan No. 240-H-028. U.S. source. Pak Accumulators, Ltd., 20 Sikelias St., Athens. Quotation date December 2. SBC-440.

ISRAEL—Chromopaper for offset and printing, one and two sides coated, duplex board, white wood pulp board, brown leather board, unglazed; requests replies from manufacturers only. "Israel Mastercraft" Dr. Martin Stern, P.O. box 14158, Tel Aviv. WTD 6/26/63.

■ **KOREA**—Bleached sulphite wood pulp, soft, bond grade; bleached sulphate kraft wood pulp, soft and hard wood; semi-bleached and unbleached sulphate kraft wood pulp; bleached soda wood pulp; bleached sulphate bagasse pulp, bond grade, semi-bleached and unbleached, same; all prime grade 90/100 airdry basis, 540 long or metric tons. Cid or cif Pusan. Quotations to show fob price and freight on basis of U.S. flag vessels. Reference No. FFO-SAI-3-721. Quotation date November 27.

Bleached or unbleached sulphite wood pulp, soft, bond grade; bleached, semi-bleached, unbleached sulphate kraft wood pulp; bleached sulphate Bagasse pulp, all prime airdry basis, 90/100, 1,050 long tons. Ref. No. FFO-SAI-719. Quotation date November 20.

Both the above are for PA No. 489-901-456-4200. Limited worldwide (901). Korea Paper Manufacturers Association, 194, 1-Ka Ulchiro, Chung-ku, Seoul. Cable: PAPERMAKERS, Seoul. SBC-440.

SWITZERLAND—Kraft pulp, bleached sulphite pulp, unbleached sulphite pulp. Direct purchase and agency. Holparec SA., (importer, exporter, wholesaler), rue St. Pierre, 26, Fribourg. WTD 10/11/63.

251 Household Furniture

SOUTH AFRICA—Colonial furniture, knocked-down, to be assembled and marketed in South Africa, also seeks license to manufacture. Direct purchase and agency. Hollywood Furnishing Co., (importing distributor, wholesaler, retailer, manufacturer), 204 Long St., Cape Town.

259 Furniture, Fixtures

AUSTRALIA—Office equipment. Direct purchase and agency. Ponsford, Newman & Benson, Ltd., (importers, wholesalers), 5 Broad St. Place, Blomfield St., London E.C.2, England. Items for distribution in Australia. Address replies to company's branches at 234 Flinders Lane, Melbourne, Australia and 56 York Street, Sydney N.S.W., Australia. WTD 4/24/63.

261 Pulp Mills, Products

■ **GREECE**—Prime unbleached or bleached sulphite pulp, 4,000 metric tons each; prime unbleached pulp sulphate, 4,000 m. t., same, but bleached, 500 m. t. 90:100 airdry basis. Cif Patras, terms 180 days from arrival of goods, time of shipment within 1964. Partial shipments accepted. Quotation date November 28. EGL Paper Mills, E. G. Ladopoulos, Ltd., Patras. Loan No. 240-H-028. U.S. source. SBC-440.

■ **KOREA**—Bleached, unbleached sulphite wood pulp; bleached, semi-bleached and unbleached sulphate wood pulp; bleached, semi and unbleached Bagasse pulp, all prime grade, 90/100 airdry basis, 600 long tons or mt., cif or c&f Pusan. Quotations fob price and freight on U.S. flag vessel. Reference No. FFO-SAI-3-725.

■ Bleached sulphite wood pulp, also unbleached; bleached, unbleached and semi-bleached sulphate wood pulp; same in Bagasse pulp, all prime grade 90/100 airdry basis. Approx. 300 long tons. FFO-SAI-3-726.

■ Both the above are for PA No. 489-901-456-4200. Limited world wide (901). Korea Paper Manufacturers Association, 194, 1-Ka Ulchi-Ro, Chung-Ku, Seoul. Quotation date December 2. Copies of all offers made should be sent Air Mail to the Bank of Korea, Attn: A.I.D. Section, and to the Director, U.S. AID, c/o American Embassy, Seoul. SBC-444.

262 Paper Mills, Products

● **EL SALVADOR**—Writing Paper: 2,000 reams writing bond paper, 60 grs./sqm., in size and quality as per specification. Tender No. 176(63); closing date December 19.★ (Telephone: 202—WO 7-3003).

● Manifold Paper: 3,000 reams, white, size 8½" x 13", 34 grs./sqm.; quality and packing as per specification. Tender No. 177(63); closing date December 10. Proveeduria General de la Republica, San Salvador.★ (Telephone: 202—WO 7-3003).

SOUTH AFRICA—Newsprint and all types of printing paper. Direct purchase and agency; requests samples and f.a.s. quotations from manufacturers only. Barnet & Lovell, (Pty.), Ltd., (importing distributor), P.O. box 3666, Cape Town.

263 Paperboard Mills, Products

JAPAN—Electrical insulating fiber sheet for use in manufacturing cartridge fuses; 0.35 mm. and 0.5 mm. thickness. Requests replies with samples and prices cif Japan. Sample of type material desired is available on a loan basis from the Trade Opportunity Staff BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4674). Kanzo Itoh Trading Co., 76 Higashi-Yoshino Machi, Higashi-ku, Nagoya. WTD 10/23/63.

264 Converted Paper, Paperboard Products

AUSTRALIA—Stationery. Direct purchase

and agency. Ponsford, Newman & Benson, Ltd., (importers, wholesalers), 5 Broad St. Place, Blomfield St., London E.C.2, England. Items for distribution in Australia. Address replies to company's branches at 234 Flinders Lane, Melbourne, Australia and 56 York St., Sydney N.S.W., Australia. WTD 4/24/63.

● **EL SALVADOR**—Stencil paper: 2,000 boxes, containing 48 units each, of mimeograph stencil sheets, in accordance with specifications. Tender No. 175(63), closing date December 9.★ (Telephone 202—WO 7-3003).

GREECE—Tabulating cards for computing and accounting machines. Direct purchase and agency. S. A. Salvanos, General Import Trade, (importer-wholesaler, sales agent), 42 Panepistimiou St., Karalopoulos Bldg., Athens. WTD 4/5/63.

273 Books

SOUTH AFRICA—Religious books of American origin. The Catholic Bookshop, (importing distributor), 7 Hope St., Cape Town.

275 Commercial Printing

NORWAY—Lithographic films for illustrating greeting cards and other cards for illustrations in children's books; also interested in exchanging lithographic films of own production with those of an American firm. Borrehaug & Co., (publisher, wholesaler), 7 Skippergt., Oslo. WTD 8/28/63.

277 Greeting Card Manufacturing

NORTHERN IRELAND—Greeting Cards, humorous, contemporary, for birthdays, other occasions; prices cif Belfast. Direct purchase or agency. Brands & Normans Ltd., (departmental store), Castle Lane, Belfast 1. WTD 8/30/63.

SAUDI ARABIA—Social announcement, greetings and Christmas cards: decorated, ready-made or blank, with and without envelopes of various sizes. Direct purchase and agency. Al-Nahdhah Book Shop, (importer, retailer, wholesaler, manufacturer, commission agent), P.O. box 353, Damman. WTD 3/31/63.

280 Chemicals

ETHIOPIA—Inorganic and organic medicinal materials, pharmaceuticals, industrial chemicals, plastic materials. Ethiopian Pharmaceutical Share Co., (wholesaler), P.O. box 2049, Addis Ababa. WTD 10/2/63.

281 Industrial Chemicals

ENGLAND—Fine organic chemicals and biochemicals for research use as chemical intermediates. Agency and direct purchase. Kodak Ltd., Research Chemicals Division, (manufacturer), Kirby, Liverpool. WTD 1/27/61.

FRANCE—Dyes for the shoe industry. Requests replies in French. Direct purchase and agency. Ets. Baures & Cie. (wholesaler), 3 Pl. du Marché de l'Avoine, Issoudun (Indre).

■ **PAKISTAN**—Carbon black, IV/D/4, 5600 lbs.; synthetic resins IV/Misc-1/8, approx. $400; zinc oxide, IV/P-1/3 & 7, about 2600 lbs.; calcium carbonate, approx. $200; pigments and dry colors, yellow, red, blue, green, $800 each; all sorts chemicals including vulcacil merkapto, t.m.t., vulcacil-C, z.d.c., vulcacil mb; zetax powder, set sit, methyl ethyl ketone; ethylene glycol; vulcacil dm; titanium dioxide; antidust; mould release agent, synthetic rubber, large quantities. Import license No. 224616. Loan No. 391-H-056. U.S. source. Quotations date December 4. Sultan Rubber Industries, P.O. Model Town, Lahore. Cable: RUBBSULTAN.★ SBC-446.

■ Litharge pbo, for battery industry; read lead PB_3O_4 battery grade, packed in 5 cwt metal drums, total c&f value, approximately $3,750. Import license No. 356926. Loan No. 391-H-066. U.S. source. Quotation date November 29. G. C. Goodwill & Co., Ltd., 22, McLeod Rd., Lahore. Cable: GOODGRAND, Lahore. SBC-442.

■ Alkyl Aryl Polyoxyethylene ether, Aldehydes, various; Amyl Butyrate, Alpha Amyl Cinnamic alcohol, Benzyls, Citronellals, Ethyls, Methyls, 86 items, large, various packing. Import license No. 233534. Quotation date November 25. The Combined Industries Ltd., 36, The Mall, Lahore. Cable: COMBINOS, Lahore.★

■ Chemical pigments and dry colors. Chrome: C. P. blue X-2131, C. P. light yellow X-2548, medium yellow X-2541. Approximately $5,900. IL#302375. Quotation date November 26. Messrs. Buxly Paints Ltd., c/o M/s. James Finlay & Co., Ltd., Finlay House, Agrabad, Chittagong, East. Cable: MERCATOR, Chittagong.

■ Titanium Dioxide Anatese Grade; Lithophone; red oxide; zinc oxide, white seal, stearic acid; m.b.t., t.m.t., vulcacel bn, rubber chemicals, accelerators and anti-oxident. Approx. $5,700. Quotation date November 27. Sunshine Cable and Rubber Works, 222 Banghshal Rd., Dacca 1. Cable: PROMOTERS, Dacca. IL# 279392.

All the above are for loan No. 391-H-066. U.S. source. SBC-442.

PHILIPPINES—Industrial chemicals such as caustic soda, soda ash, acetone, isopropyl alcohol, creoline, HTH powder, boric acid. Superior Gas and Equipment Co. of Cebu, Inc., (manufacturer, importer, wholesaler), P.O. box 365, 279 Juan Luna St., Cebu City. WTD 5/14/63.

282 Synthetic Materials

■ **MOROCCO**—Synthetic rubber, 100 metric tons, polymer type 1825. Cable quotations not accepted. Time of delivery January/February, 1964. Copy of quotations should be forwarded to: U.S. AID Mission, c/o American Embassy, Attn: Supply Advisor, Rabat and to Ministere du Commerce, Direction du Commerce, Rabat. Loan No. 608-K-018. U.S. source. Quotation date December 5. Les Caoutchoucs au Maroc, 197, Bd. Moulay Ismail, Casablanca.★ SBC-446.

■ **TURKEY**—Polyethylene resin for film extrusion, low density, melt index 3, density 0.921; same but m. i. 0.4, d. 0.917. 50 lbs. in paper sacks, $6,000. Import license No. 1/64. Dr. Halil Sezer Karyola ve Madeniesya Fabrikasi, Sirkeci, Istanbul. Cable: KARYOLA, Istanbul.

■ Nylon resins, clear uncolored, high and low density, polyethylebe blowing grade, same, but injection moulding grade; Antichoc and normal injection moulding grade polystyrene, clear and various colors, in granul; all kinds polyvinyl granul various colors; cellulose acetate in granul, injection moulding grade, various colors; cellulose acetate in sheets smoke and green colors, c.i.f. Izmir. Approx. $54,000. IL# 2/20. Plastik Sanayii Ve ticaret, A. S. Guzelyurt, 926 nci sokak No. 28. Cable: PLASTAS, Izmir.

■ Nylon stretch yarns, dyed and natural, 60/2, 70/2 second choice, 60/1, 70/1 substandard. $10,000. IL#Sent/182. Tekstil Ithalat S. Levi, Hamidiye caddesi Dogu Is han 417/419, Istanbul. Cable: SINLEVIT, Istanbul.

All the above are for loan No. 277-H-043. U.S. source. Quotation dates November 25. SBC-439.

283 Drugs

BARBADOS—Phosphorylated vitamin B2 (riboflavin), preferably in tablet form; physiologically balanced adrenal-cortical extract for oral administration for treatment of Meniere's syndrome, (exhaustion or faulty functioning of the adrenal glands). If products not on market, requires manufacturer who would make them. Mr. Cecil D. McIntosh, Port Elizabeth, Bequia, St. Vincent. WTD 9/5/63.

GERMANY—Glandular pharmaceutical preparations for human and veterinary purposes. Clauss & Paschke, (importer), Rothenbaumchaussee 17, Hamburg 13. WTD 12/4/61.

ITALY—Medicinal specialties. G. Violani, V. Monte Rosa 82, Milan. WTD 7/25/63.

■ **PAKISTAN**—Melleril tab. 25 mg. 50's, 200 bot.; nose drops, 200 doz.; ascorbic acid tablets, 100 mg., 1000 tab.; Prednisolone 5 mg., 20 bottles; milk of magnesia, 500 doz., Vicks medicated cough drops; methanor USP, 500 bots.; methergin amps., tabs., 200 bots. each; Bellergal retard, 20's, 200 bots. In case of steamer shipments, all shipments will have to be effected on U.S. flag vessels. Import license No. 190092. Shafi & Co., Ltd., 1 Wiseghat Rd., Dacca. Cable: PUREDRUG.

■ Ethecal tonic; hormone and thyroid tonics; analgesic, anti-rhumatic substances; anti-convalsants, hypnotics, sedatives and tranquilizers; antacids; anti-asthma preps.; anticholinergic and antispasmodics; sympathelic & Parasymp athetic; migraine antagonists; calcium and preparations; analgesics; laxatives and purgatives. IL#272150. Matilal Sen & Brothers, Jhautala, Barisal, E.★

Both the above are for loan No. 391-H-066. U.S. source. Quotation dates November 26. SBC-442.

PHILIPPINES—Vitamin pre-mixes, veterinary products, animal health aids. Direct purchase and agency. General Milling Corp., (importer, manufacturer), P.O. box 312, Colon Street, Cebu City. WTD 7/13/63.

PORTUGAL—Potassium and sodium penicillin, streptomycin, dihydrostreptomycin sulphate, vitamins B-12 and C, other fine chemicals. Direct purchase and agency. Agrovete-Organizacao Tecnica Agro-Pecuaria, Lda., (importer, wholesaler, distributor), rue do Alecrim 33-2°, Lisbon 2. WTD 2/12/63.

SWEDEN—Crude drugs, binding additives for the manufacture of pharmaceuticals. Direct purchase and agency. Ingemar Munthe, (agent, wholesaler), Magasinsgatan 3, Göteborg C. WTD 9/27/62.

■ **VIETNAM**—Polyvidone, Polyvinylpyrrolidone, solution 3.5% with electrolyte 500 ml, complete injection assembly, or analogous preparation, in bottles of 500 ml, 40,000 bottles. Pharmacie Phan Nhan, 232 Cong Quynh, Saigon.

■ Bencozyme, 6 amps. of 2cc, 5,000 boxes; Bencozyme tablets, 4,000 tubes; Bepanthene 500 mg., 25 amp. of 5cc, 500 boxes; Litrison tablets in bottles of 60 coated, 3,000 bottles; Romilar tablets, 5,000 tubes; Librium, 30 coated tablets, 10,000 bottles, 5 mg., same, except 10 mg., 10,000 bottles. Viet Nam Nuoc Pham Cuoc, 34 Nguyan Hue, Saigon.

■ Bromo-Calcium, 2,000 boxes; Nisidina tablets and amps., 2,000 tubes, 800 boxes; Neo

Ticinil tablets, 2,000 boxes; Allergina, syrup, amp and tablets, 1,000 bottles, 800 and 500 boxes; Sulfarlem granulated and Choline, 2,000 and 1,000 boxes; Algesal 1,000 boxes; N-Oblivon, 500 boxes; Rubrohepar B Complex, 950 boxes; Atipi, 80 boxes; Epadyn, 1,000 boxes; Butalgine, 1200 boxes; Emotrifar, syrup, tablets & amp. inj., 1500 bottles, 1.000 boxes, 300 boxes. Pharmacie Nguyen Thi Hai, 32 Le Loi, Saigon.

All the above are limited world wide (901). Offers reviewed on C&F basis only, fob and freight indicated separately, 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon. SBC-440. Quotation dates November 25 for first item; November 27 for last two items.

■ Pancortin, B6 Ad. amp and B6 Ped amp., 2,000 and 1,000 boxes; Burrochepar B comples inj., 1500 boxes; Atipi Lyophilised amp., 500 boxes; Cortiplex, 400 boxes; Adenoplex, 450 boxes; Bismurectol, children's and adults, 3,000 and 1,000 boxes. Pharmacie Nguyen Van Trang, 5 Ngo Thoi Nhiem, Saigon.

■ Hydrochloric acid 22° Be, 100 mt. Bong Lua Cong Ty, 14 Nguyen Hue, Saigon.

■ Anhydrous Ammonia. 50,000 kgs., Societe D'Oxygene & D'Extreme Orient, 1-3 Nguyen-Troung-To, Saigon.

All the above are limited world wide (901). Offers reviewed on c&f basis only. Fob and freight costs must be indicated separately. Freight 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon. Quotation dates November 27. SBC-440.

284 Soaps, Detergents, Cleaning Preparations, Perfumes, Cosmetics

AUSTRALIA—Toiletries. Direct purchase and agency. Ponsford, Newman & Benson Ltd., (importers, wholesalers), 5 Broad St. Place, Blomfield St., London E.C.2, England. Items for distribution in Australia. Address replies to company's branches at 234 Flinders Lane, Melbourne, Australia and 56 York St., Sydney N.S.W., Australia. WTD 4/24/63.

FRANCE—Shoe polish—all kinds; requests replies in French. Direct purchase and agency. Ets. Baures & Cie, (wholesaler), 3 Pl. du Marché de l'Avoine, Issoudun (Indre).

Cosmetics—all kinds. Direct purchase and agency. C.C.I.C.—Compagnie Contientale Industrielle & Commerciale, 54 rue Aristide Briand, Levallois-Perret (Seine). WTD 10/24/63.

NORTHERN IRELAND—Cosmetic beauty aids in medium to high price range; prices cif Belfast. Direct purchase or agency. Brands & Normans Ltd., (departmental store), Castle Lane, Belfast 1. WTD 8/30/63.

285 Paints, Varnishes, Lacquers, Enamels

AUSTRALIA—Surface coatings, paint. Direct purchase and agency. B. G. Plummer & Co., Pty., Ltd., 74-78 Brandling St., Alexandria.

NORWAY—Anti-corrosion paint. Direct purchase and agency. Axo Kjemisk Fabrikk, (importing distributor, manufacturers' agent), 14 Gladengveien, Oslo. WTD 1/22/63.

287 Agricultural Chemicals

JAPAN—Any new chemicals developed for agricultural use. Direct purchase and agency. Mr. H. Chang, Maikai Trading Co., Ltd., No. 7, 3-chome, Kojimachi, Chiyoda-ku.

289 Chemical Products

FRANCE—Purifiers, mud drilling: nuclear control apparatuses for the control and purification of waters and mud. Direct purchase and agency. Societe E.R.E.I.C.O., Cie d'Etudes & de Réalisations d'Ensembles Industriels, (manufacturer), 12 rue Charles Nodier, Paris 18e. WTD 10/3/63.

291 Petroleum Refining

FRANCE—Distilled naphthenic acids. Siccanor Ets. R. Pottier, (manufacturer), rue Gambetta, Douchy-les-mines (Nord).

295 Paving Materials

IVORY COAST—Asphalt sheathing; reinforced asbestos sheeting, approximately 3 mm. thick and 2.5 meters wide, to be used for lining an irrigation canal and covering embankments on sides of canal. Canal 15 miles long. Reinforcing material, preferably of mineral or synthetic origin, must be resistant to deterioration from water and humidity. Requests replies in French. Direction Genie Rural, Ministere de l'Agriculture et de la Cooperation, B.P. 1892, Abidjan. WTD 10/31/63.

306 Fabricated Rubber Products

FRANCE—Rubber heels, rubber soles, for manufacturing shoes. Direct purchase and agency. Requests replies in French. Ets. Baures & Cie, (wholesaler), 3 Pl. du Marché de l'Avoine, Issoudun (Indre).

HONDURAS—Hard rubber, battery boxes, for manufacturer of batteries, to be used in automotive equipment. Ing. José Ramón Fernández López, (manufacturers' agent), Apartado Postal 25, La Ceiba, Atlántida.

ITALY—Rubber coated upholstery fabrics. Direct purchase and agency. Ettore Nigri, (agent), V. Fontana 18, Milan. WTD 9/6/63.

307 Plastics Products

FRANCE—Plastic for the shoe industry; requests replies in French. Direct purchase and agency. Ets. Baures & Cie, (wholesaler), 3 Pl. du Marché de l'Avoine, Issoudun (Indre).

Portable plastic swimming pools. Direct purchase and agency. Ets. Lebreton, (importer, dealer), 4 rue des Capucins, Meudon (Seine & Oise).

GREECE—Plastic furniture; plastic textiles for the upholstery industry. Requests replies from manufacturers with brochures and quotations. Theodoros Tsaousoglou, (manufacturer), 33 Filippou St., Thessaloniki.

311 Leather Tanning, Finishing

FRANCE—Leathers—all kinds—for the manufacturing of shoes; requests replies in French. Direct purchase and agency. Ets. Baures & Cie, (wholesaler), 3 Pl. du Marché de l'Avoine, Issoudun (Indre).

313 Boot, Shoe Cut Stocks, Findings

FRANCE—Leather heels for manufacturing shoes. Direct purchase and agency. Requests replies in French. Ets. Baures & Cie, (wholesaler), 3 Pl. du Marché de l'Avoine, Issoudun (Indre).

GREECE—Insoling materials for the shoe industry; upper kid leather, chrome tanned, black and colored, for men's shoes. Direct purchase and agency John G. Lambrakis, (importer, wholesaler, sales agent), 6 Avramiotou St., Athens 116. WTD 7/22/63.

316 Luggage

FRANCE—School bags. Direct purchase and agency; requests replies in French. Ets. Baures & Cie, (wholesaler), 3 Pl. du Marché de l'Avoine, Issoudun (Indre).

317 Handbags, Personal Leather Goods

FRANCE—Women's leather and other types of hand bags; requests replies in French. Direct purchase and agency. Ets. Baures & Cie, (wholesaler), 3 Pl. du Marché de l'Avoine, Issoudun (Indre).

Portfolios, leather bags of all kinds. Direct purchase and agency; requests replies in French. Ets. Baures & Cie, (wholesaler), 3 Pl. du Marché de l'Avoine, Issoudun (Indre).

322 Glass, Glassware

ENGLAND—Glassware: full range of plain, decorated or pressed/blown domestic, suitable for resale to wholesalers/multiple stores for the middle price range. Direct purchase. Modern Art Glass Co. Ltd., (importer), Barrack Road Glass Works, Leeds 7, Yorkshire. WTD 11/21/62.

FRANCE—Scientific, medical research equipment; laboratory glassware. Direct purchase and agency. René Janning, (importer, dealer), 92 bld Murat, Paris 16e.

327 Concrete, Gypsum, Plaster Products

■ **KOREA**—Raw crushed gypsum rock, maximum size 4 in. dia., to dust, purity min. 94%, So3 44.7%, approx. 2,020 mt. Delivery fob at country of origin, c&f Pusan on U.S. flag vessels. Reference No. FFO-SAI-3-723. Quotation date December 2. PA No. 489-901-456-4200. Limited world wide. (901). Copies of all offers made should be sent air mail to the Bank of Korea, A.I.D. Section, and to the Director, U.S. Aid, c/o American Embassy, Seoul. SBC-448.

329 Abrasives, Asbestos, Nonmetallic Mineral Products

■ **KOREA**—Silicon carbide No. 16—No. 300, approx. 50 mt.; fused alumina, approx. 10 tons. Cif Pusan or Inchon, show fob price on U.S. flag vessel. Reference No. FFO-SAI-3-724. Quotation date December 2. The Grinding Wheels Association of Korea, #8, 5-ka Namdaemoon-ro, Chung-Ku, Seoul. Loan No. 489-901-456-4200. Limited world wide (901). Copies of all offers made should be sent air mail to the Bank of Korea, A.I.D. Section, and to the Director, U.S. Aid, c/o American Embassy, Seoul. SBC-448.

■ Asbestos 6D-3 refuse waste and short, 49 short tons. Delivery c&f or cif Pusan/Inchon by U.S. flag vessels. Reference No. FFO-SAI-3-722. Quotation date November 25. Keum Kang Asbestos Ind. Co., Ltd., 15, 1-Ka Yangpyung-dong, Yongdongpoku, Seoul.

■ Chrome-Magnesite bricks, burned, SK-37 up, Chromex BH, Brand, or equal. Shape No. R-4, 800 pcs., shape No. Plus Q42, 2,500 pcs., No. IL 2,248 pcs., packed in heavy export wooden skid, cif or c&f Inchon, by U.S. flag vessel. Ref. No. FFO-SAI-3-720. Korea Steel Maker's Assoc., No. 116, 1-Ka, Bongnae-

Dong, Chung-Ku, Seoul. PA No. 489-901-456-4200. Limited world wide (901). SBC-440.

■ Silica bricks, 2,312 each, Special refractory, Carbofrax, or equal, 100; same, but cast block, 80; same, Mono Frax, or equal, 12 each. Reference No. FFO-SAI-3-728. Korea Glass Industries Co-Operative, #163, 2-ka, Ulchi-Ro, Chung-Ku, Seoul. c&f Inchon.

■ Asbestos, 6D-3, refuse, waste and short, approx. 50 short tons. Ref. No. FFO-SAI-3-727. Hankook Slate Ind. Co., Ltd., 2, 2-ka, Hankang-no, Yongsan-ku, Seoul. All prices c&f Inchon, show fob price, shipment U.S. flag vessel only.

■ Both the above are for PA No. 489-901-456-4200. Limited world wide (901). Copies of all offers made to be sent air mail to Bank of Korea, Attn: A.I.D. Section and to the Director, U.S. A.I.D., c/o American Embassy, Seoul. Quotation date December 2. SBC-444.

331 Steel Mill Products

■ **INDIA**—Cold drawn annealed stainless steel sheets to AISI type 430, 2B finish, 17 mt., size 1 meter x 2 meters or 6′ x 3′ or 8′ x 3′, 26 S.W.G. Subject to GSA Defense Materials Services procedure. Reference No. MM/P228/57221. Loan No. 386-H-082. U.S. source. Quotations date November 30. Godrej & Boyce Mfg. Co. Private Ltd., Lalbaug, Parel. Bombay 12. Cable: GODREJSAFE, Bombay. SBC-448.

■ Steel products, cold and hot rolled, various code numbers, gauges, widths, lengths, finish, edges and tempers, large quantities, long list of items. Prices to be quoted on f.a.s. basis. Import license No. DL/55/262/03101/0039. Reference No. AC/SRI/32. Loan No. 386-H-082. U.S. source. Quotation date November 23. Sen-Raleigh Ltd., Mercantile Bldgs., Lallbazar, Calcutta 1.★ SBC-447.

■ Sheets, plates, bars, billets, bundy and seamless tubes, sections, spring steel wire, flats, hot rolled sheets, cold rolled sheets, ternesheets, hot rolled plates, bars and billets, alloy steel bars, to be used in components for jeeps, raw materials. All cabled quotations must be confirmed in writing immediately. Import license No. A. 546822/62. Reference No. 61(2)/63-082/AID(1). Loan No. 386-H-082. U.S. source. Quotation date December 15. Mahindra & Mahindra Ltd., Cecil Court, Landowne Rd., Bombay 1. Cable: PALITJEEPS, Bombay. Single copies of detailed specifications may be obtained from the Office of Small Business, Agency for International Development, Rm. 2120, Barton Hall, Ohio Drive and Independence Ave., SW., Washington, D.C. SBC-445.

■ Fully killed steel wire rods in coils, weight of coils, 400/500 kg, inside dia. 600/800 mm, O.D. 800/1000 mm., scale .5% max. tolerance plus/minus .4 mm, out of round tolerance .5 mm. To ASTM standard E-19; fully killed wire rods for cycle accessories wire, sizes 5.5, 7, 8, 9 and 11 mm., approx. requirement 250 tons in equal quantities. Subject to GSA Defense Materials Services Administration procedure. Import license No. DL/55/262/02101/0606. Ref. No. AC/SRI/32. Loan No. 386-A-055 (A.I.D. Loan No. 217). U.S. source. Quotation date December 10. Sen-Raleigh Ltd., Mercantile Bldgs., Lallbazar, Calcutta 1. Bids should be directed to Special Steels Ltd., Dattapara Rd., Borivli E., Bombay 66.★ SBC-446.

■ Galvanized round steel wire, approx. 250 mt., 1.4 mm. dia., for cable armouring to ASTM A-411-59, min. weight of zinc coating 0.40 oz. sq. ft.; size 40 x 1.0 mm., 50 m.t., 50 x 1.0 mm., 150 m.t.; steel strip, U.S. cold rolled, ungalvanized, with preservative coating to ASTM A-109-58T. Fas U.S. port c.i.f. Bombay. Import license No. DL/82/04101/0002. Reference No. DC/217/BDL/158. Loan No. 386-H-082. Bid deadline December 6. Cable Corp. of India, Laxmi Bldg., 6, Ballard Rd., Bombay 1. Through Purchasing Agents, Art Leather Private Ltd., same address. Address: CABLEART, Bombay.

■ High carbon steel rods for manufacture of steel wire ropes, various sizes and carbon contents, to AISI C-1054, 1059, 1064, 1069, 1075, 1078, total 850 tons. In standard coils of 700 lb. each. C&f, 60% U.S. flag vessels, balance Indian flag vessels. Mill's name must be mentioned in offers. Bid deadline December 7. IL# P/RM/000009/R/DL/18/S/D/17/45/286. Ref. No. DC/217/BDL/157. Usha Martin Black (Wire Ropes) Ltd., 14 Princep St., Calcutta 13.

Both the above are for Loan No. 386-H-082. U.S. source. SBC-445.

■ **PAKISTAN**—Mild steel channels, prime quality, open hearth, 30′ and above, 4x2″, 5x2½″, 6x3″, 3x1½″, 5 tons each; mild steel angles, 3x3x¾″; mild steel tees, same size, 5 tons each; mild steel plates hot rolled, prime open hearth quality, ¼x8x4′, ⅛″, 3/16″, 6 tons each. Quotations c&f Karachi, indicating fas price and amount of freight per ton included in cif quotations. Import license No. 255139. Loan No. 391-H-066. U.S. source. Quotations date December 4. Yacoob Industries, Barnes St., Nr. Old Haji Camp, Karachi. Cable: BARROWS. SBC-446.

■ Stepped steel tubular poles, 30′ nominal length, 500 each, 6x5x4″ with step length of 17x7x7′ respectively, complete with buckled plate to B.S.S. 134, type C. Reference No. 18 or ASTM specification No. A-53-55 type Grade "B", or equal. Tender No. VA-7/SA/67934/3/63. Tender fee $2.10, not refundable. Bid deadline December 9. Government of Pakistan, Dept. of Investment Promotion and Supplies, Supply Wing, Karachi.

■ Iron and steel mill materials: pig iron, steel spring carbon flat, mild bloom, slab, round, mild billets and squares, wire steel carbon, hoops, sheets, bars, rounds, in various quantities. Tender No. P2/GB4/DL-066/63. Bid deadline December 4. The Controller of Stores, (P), Pakistan Eastern Railway, Pahartali, Chittagong, E. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-448.

Both the above are for Loan No. 391-H-066. U.S. source. SBC-448.

■ Prime quality, brand new, galvanized corrugated iron sheets, 20.351 tons, 10/3″ corrugation with zinc coating min. 1.25 oz. per sq. ft., both sides, in bundles not exceeding 250 lb., in weight, G.S.G. 26, thickness 0.217, to specification ASTM-A-361-59T. Tender No. S-5/30/ENQ/I&S/63. Bid deadline December 3. Government of E. Pakistan. Directorate of Supply, EPICI House, Motijheel, 4th Fl., Dacca. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-448.

■ M.S. sheets, C.R.C.A., drawing quality, pickled and oiled, 8x3′x14 BG, 5 tons; 16 BG, 7 tons; 18 BG, 12 tons. F.a.s. prices, freight per long ton, commission, if any, may be mentioned separately. Mill's certificate will be necessary to be submitted with shipping documents. Material must be suitable for making cycle parts and accessories. Loan No. 391-H-066. Import license No. 236739. U.S. source. P.C.T. Industries (Regd.) Nila Gumbad, Lahore 2. SBC-445.

■ Steel billets, 2x2″ PRS specification No. T 3-53, with Lloyds test certificate and mill test certificate, approx. $52,000. Import license No. 361670. Quotation date November 30. Alavi Industries, Corner House, Preedy St., Karachi 3.

■ G.P. sheets, 28 to 30 gauge, size 8x3′, zinc coating 1.25 oz. per sq. ft., Specification No. ASTM-A-93-59 T. $8,300. Quotation date December 3. Machine Tools Manufacturers Factory, Madha Chamber, Bunder Rd., Karachi.

■ Hot rolled iron/steel coil rejects and ends, fish tails; hot rolled steel C 1010 to 1030, with Manganese 60 to 120 and thickness .075 to .095, one size only; width 42 to 52″, mostly 48″. If offer made for steel sheet coils, each coil should not weigh more than 4 tons. C&f Karachi. $143,000. IL#376184. Quotation date December 3. Ampamex Steel Products Ltd., 67, Luxmi Bldg., Bunder Rd., Karachi. Cable: APMAMEX.

All the above are for loan No. 391-H-066. U.S. source. SBC-445.

■ Electrolytic tinplate waste, temper 6, assorted and unassorted, 18 x 24″ or 20 x 30″ and larger, about 100 long tons; Electrolytic coke or tinplate circles, bright finish, 107 lb. base weight, 2″ to 10″ diameters, 100 lt.; prime galvanized iron wire, standard soft quality, USG 10, 11, 12, 13 & 14, to certain tolerance, various coatings, 10 long tons each gauge; prime galvanized iron sheets, plain, normal commercial quality, 3 x 8′ or 3 x 6′, USG 20, 22, 24, 26, 28 & 30, various zinc coating, 10 tons each gauge. Import license No. 349795. Sind Industrial Corp., Lawrence Rd., Karachi 3. Cable: TINWARE.

■ Tinplate, electrolytic prime U/A 0.50 lb. coating, satin matte finish one side, reverse gold lacquered, 21 x 30″ x 103 lb., BW and/or same, except coating "7UP" imprint one side, reverse gold lacquered, 21 x 30″ x 103 lb. BW. $8,000. IL#254630. International Metalcraft, plot No. E/12, S.I.T.E., Karachi 16, Cable: TUBECORK. Prices quoted in U.S. dollars, net, firm and final c&f rates and freight declared, packed in paper lined envelopes of about one ton.

■ Coke tinplate prime U/A, 1.25 lb. tin coating, 107 lb. base weight, sizes 18¾ x 28″, 20 x 30″ $75,600. Prices quoted in U.S. dollars, net, c&f per long ton, freight rate declared. IL#244094. Burma Oil Mills, Ltd., V. M. House, West Wharf, P.O. box 4066, Karachi 2. Cable: BUROIL.

All the above are for loan No. 391-H-066. U.S. source. Quotation date November 26. Subject to GSA Defense Materials Services procedure. SBC-439.

■ Cold rolled mild steel sheets, 14 G through 24 G, approx. $24,100. Import license No. 349620. Loan No. 391-H-066. U.S. source. Quotation date November 13. Yousuf Industries, B/64 Site, Manghopir Rd., Karachi. SBC-440.

■ Foundry pig iron to certain analysis, $68,000; galvanized plain sheets, size 8 x 3′ x 16, 18, 20, 22, 24, 26, 28, 30, 32 BG, $78,800; mild steel plates, 8 x ¾′, ⅛″ to 1″, value of $31,500; tin plates, 18¾″ to 28″ x 30 G, 20″ x 30″ x 30G, $31,500; HRCA & CRCA mild steel sheets, size 8 x ¾′, 12 to 22G, $26,200; galvanized corrugated sheets, size 8′ x ¾′ x 26 BG., $21,000. Import license No. 234213. Quotation date November 25. Messrs. Malik Mohammed Din & Sons, 43, The Mall, Lahore. Cable: MALIK, Lahore.

■ Spring steel leaves, 2½ x 5/16 - 3′ 9″, 2¼ x ⅜″, 4′ 2″, 2½ x ½″, 5″; 3″ x ⅜″ -4′ -7″; C.R. sheets, 8 x 3″ x 20, 22, 24, 26 BG. Prices required on c&f Karachi basis. Approx. $5,100.

IL#246726. Quotation date November 23. Frontier Motors, 1-Saddar Rd., Peshawar. Cable: FRONTMOTOR, Peshawar.

Both the above are for Loan No. 391-H-066. U.S. source. Subject to GSA Defense Materials Services procedure. SBC-442.

■ Prime coke tinplate, 1.25 lbs. coating, 107/108 lbs. base weight, 19 x 28 x 30, 20 x 30 x 30 gauge, 29 tons each; prime electrolytic tinplate, .075 lbs. coating, 107/108 lbs. base weight, 19 x 28 x 30, 20 x 30 x 30 gauge. Approx. $26,800. Import license No. 233900. Quotation date November 23. Morafco Industries Ltd., Rakh Canal E. Rd., Behind Khalsa College Lyallpur. Cable: MORAFCO, Lyallpur.

■ Spring steel leaves, various widths and thickness and lengths, total 14 long tons, approx. To certain chemical analysis. IL# 358575. Quotation date November 25. Agricultural Machinery (Regd.), Mills Area, Shahdara, Lahore, West. Cable: AUTOSPRING, Lahore.

■ M. S. Billers, size 2 x 2″, in lengths of 18 ft. or above, prime quality, standard SAE 1020, 1025, heat mark die stamped, accompanied by Works Test Certificate. Fas basis, mentioning ocean freight separately. $16,400, approx. IL#355869. Quotation date November 25. Friends Steel Re-Rolling Mills, 11 Dil Mohammad Rd., Lahore. Cable: FRIENDS, c/o MATCHLESS, Lahore.

All the above are for loan No. 391-H-066. U.S. source. Subject to GSA Defense Materials Services procedure. SBC-442.

■ Special steel B. S. EN 26 to certain chemical analysis, ¾″ to 5″ dia.; ultra capital high speed steel; ultra capital plus high speed steel; air hardening nickel chrome steel; nickel chrome steel; Balfour's red, white, and blue cast steel carbon 1.10%; precision ground flat stock for making gauges, oil hardening and non-deforming; ultra capital high speed steel, typical analysis; ultra capital high speed tool holders bits, 5% cobalt; steel alloy nickel chrome oil hardening annealed; steel high speed ultra capital annealed; steel alloy nickel chrome oil hardening annealed. Reference No. DC/217/BDL/135. Import license No. CL/55/8/23201/7. Loan No. 386-H-082. U.S. source. Quotation date December 2. The Indian Iron & Steel Co., Ltd., 12 Mission Row, Calcutta.★ SBC-444.

SYRIA—Electrolytic tinplate protection sheets, prime and second quality; base wgt. 107 lb. and lighter, 18″ x 24″ or 20″ x 28″ and larger; base wgt. 100-112 lb., 30″ x 30″ and larger, temper 6. Direct purchase and agency. Jacques S. Kouyoumdji, (importer, commission agent), P.O. box 250, Selim Jeanbart St., Tabbakh Bldg., Aleppo. WTD 11/1/63.

■ **TURKEY**—Hot rolled steel plates for shipbuilding, carbon, steel, Siemens Martin quality. With ABS test certificate, sheared to usual tolerances, in various sizes. Class A, total 5816.000 mt. Import license No. 2167. U.S. source. Quotation date November 25. Denizcilik Bankasi T.A.O., Malzeme Mudurlugu 27, Mayis Hani Kat 3, Bahcekapi. Cable: DB MALZEME, Istanbul.★ SBC-439.

■ Electrolytic tinplate cobbles, not assorted to size or base weight, 107 and lighter, 18 x 24 and larger, or Electrolytic tinplate cobbles, not assorted to size and base weight, 107 and lighter, 10 x 10 and larger, and/or electrolytic tinplate waste waste, assorted to size and base weight, 80/107 lbs., 18 x 24 and larger. Import license No. 2154. Amount $7,100. Quotations desired by November 28. Giacomo Behar Ve Biradeleri-Ticaret Limited, Sirketi, Tahtakale Cedit Han 36, Istanbul.

■ Coke hot dipped tinplate waste waste assorted to size and gauge, 18 x 24″ and larger 100-107 lb.; electrolytic tinplate waste waste T-3 bright, assorted to size and base weight 18 x 24″ and larger, 100/107 lb.; electrolytic tinplate cobbles, 18 x 24 and larger, 107 lb. and lighter, original mill packing. $5,000. IL# 002155. Orhan Tuncer, Tersane Cad Alaca Han 19/1, Galata, Istanbul.

■ Electrolytic tinplate waste waste assorted to size and base weight, 18 x 24 and larger, 80 to 107 lb., base weight soft temper; and, electrolytic tinplate cobbles, same, only in original mill export packing. $5,300 CIF Istanbul. IL#002162. Sami Kan—Mercan, Havancisok. No. 19/2, Istanbul.

All the above subject to GSA Defense Materials Services procedure. U.S. source. Quotation date November 28. SBC-439.

333 Primary Smelting, Refining of Nonferrous Metals

■ **INDIA**—Seamless aluminum drawn tubing for reeling .006 mm., aluminum foil, 99% purity, hard temper, inside dia., 2¼″, wall thickness, .094″, tolerance I/D plus .012, minus nil, W/T, plus/minus 0.38 mm., tolerance of ovality, plus .002″—minus nil. IL#545544/62. Ref. No. 65(37)/63-AID(1)-082. Loan No. 386-H-082. U.S. source. Quotation date December 10. India Foils Ltd., P.O. Kamarhati, Dist. 24 Parganas, W. Bengal. Cable: INDFOIL KAMARHATI, W. Bengal. SBC-445.

335 Rolling, Drawing, Extruding of Nonferrous Metals

AUSTRALIA—Aluminum alloy products, suitable for application to building, transport, material handling, sports. Direct purchase and agency. Lyte Metal Industries Pty., Ltd., 21 Gibbes St., Chatswood. WTD 9/26/63.

● **BURMA**—Supply of electrical equipment for use in gaseous coal mines: 2,000 yds. of flexible armored cable; 5-60 amp. flameproof safety switches; 5 flameproof 150 amp. plug and sockets; 10 flameproof cable junction boxes; 20 coal miners' hand lamps, batteries, accessories; 15 cap lamps, batteries and accessories. Tender No. NIV/54/G-3(63-64), bid deadline November 28. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-4242).

341 Metal Cans

NEPAL—Flattened open-top tin cans, up to 5 tons a year, increasing possibly to 20 tons within next two years: plain, acid-resisting lacquer, and sulphur-resisting; measuring 102 mm. x 119 mm. (29.8 fl. oz.), 102 mm. x 76 mm. (18.2 fl. oz.), 77 mm. x 116 mm. (16.3 fl. oz.), and 77 mm. x 90 mm. (12.4 fl. oz.); for pineapples and other fruit. Desires quotations cif Calcutta. Nepal Phal Udyog, (fruit canner), 7/97 Majipat, Jaisidewal, Kathmandu.

342 Cutlery, Handtools, General Hardware

AUSTRALIA—Hardware lines and garden or workshop appliances. B. G. Plummer & Co., Pty., Ltd., 74-78 Brandling St., Alexandria.

FRANCE—Hand tools, hardware products; requests replies in French. Direct purchase and agency. Socoda—Societe de Cooperation d'Etudes & D'Approvisionnement, 2 rue de Chateaudun, Paris 9e.

HONDURAS—Casket shell hardware of all types to be used in connection with the manufacture of caskets. Ing. José Ramón Fernández López, Apartado Postal 25, La Ceiba, Atlántida.

NETHERLANDS—All kinds of cutlery items; manicure equipment. Jac. Swaan, (importing distributor), 75 Jacob Mosselstraat, The Hague.

VENEZUELA—Tools for radio repair shops. Direct purchase and agency; requests replies from manufacturers only. Consorcio International de Representaciones Electronica, C.A., Calle Aranda 14, Quinta Marlene, Los Chaguaramos, Caracas. WTD 9/25/63.

343 Heating Apparatus, Plumbing Fixtures

GREECE—Oil burners and radiators for central heating systems. Direct purchase and agency. Soulis Brothers, (manufacturer, sales agent, importer), 57 Stournara St., Athens. WTD 7/17/63.

344 Fabricated Structural Metal Products

● **BURMA**—Culvert, steel, galvanized: 2′ diam. x 2′ long, 12 gauge, 40 pcs.; 2′ diam. x 2′ long, 14 gauge, 40 pcs.; 3′ diam. x 2′ long, 12 gauge, 40 pcs.; 3½′ diam. x 2′ long, 10 gauge, 40 pcs.; 4′ diam. x 2′ long, 10 gauge, 40 pcs.; 5′ diam. x 2′ long, 10 gauge, 40 pcs. Tender notice No. PRV/91/CS(63-64), bid deadline Dec. 5. The Chairman, Civil Stores Committee (1), Rangoon.★ (Telephone: 202—WO 7-3602).

■ **CHINA**—Cooling tower, 1 set, quantity clean water, 2,000 U.S.G.P.M., initial water temperature 105°F, final water temp., 88°F, wet bulb temp., 83°F, wind velocity 0-10, tower exposure, unobstructed, tower site, 6′ above ground level, general description, including full load speed of 1770 r.p.m., drive shaft, h.p. 75, speed reducer, spiral bevel, h.p. 54, fan size dia. 14, 4 blades, speed 247, tip speed 10,900 f.p.m., approx. dimension of basin 26′ x 26′, perimeter posts extend below basin curb 11½″. C&F Keelung. Loan No. 113. World wide (899). Quotation date November 30. United Nylon Corp., 205 Nanking West Rd., Taipei, Taiwan. SBC-439.

ITALY—Agency only. Prefabricated panels and sections for prefabricated houses. Intertecnica, (agent, manufacturer), V. Madre Cabrini 9, Milan. WTD 8/7/63.

Boilers, steam generators. Agency only. Costruzioni Impianti Milano, S.r.l., (agent), V. Andrea Doria 16, Milano. WTD 8/2/63.

SYRIA—Bottles for acetylene gas. Direct purchase and agency. Joseph F. Rayal, P.O. box 35, Bustan Gul-Ab, Aleppo.

■ **UGANDA**—Furnishing kitchen equipment; steam generating equipment and piping for the Toro Girls School, in accordance with plans and specifications prepared by Crabtree, Dawson & Michaels, Equipment Consultants, Belmont, Massachusetts. Sealed proposals will be received at the Office of Mr. Frank Teahan, Purchasing Agent, University of Massachusetts, Amherst, Mass., until December 16, where bids will be opened and read aloud. Contract No. AID/AFE/86, between the University of Massachusetts and The Agency for International Development. Loan No. 617-H-002. U.S. source. SBC-440.

346 Metal Stampings

AUSTRALIA—High-quality stainless steel cooking utensils suitable for hotels, motels and

restaurants. Three-ply construction desired, (a layer of carbon steel sandwiched between enclosing layers of stainless steel), if available. Capacities desired: 6 to 30 U.S. quarts. They would also like to represent a U.S. manufacturer of these items as agent. Mr. Bruce E. Patterson, Director, Maplex-Universal Products, 942 Military Rd., Mosman, N.S.W. WTD 10/25/63.

349 Fabricated Metal Products

ENGLAND—Miniature pneumatic valves operating on pressure of one to four ozs., with differential travel of .005-.0010" capable of handling pressures of up to 150 pounds per sq. in. Direct purchase and exclusive agency. Electrical Remote Control Co., Ltd., (manufacturers' agent), The Fairway, Bush Fair, Harlow, Essex. WTD 7/26/63.

351 Engines, Turbines

■ **GREECE**—Engine bearing, piston rings; pistons for the overhauling of engines of internal combustion vehicles, tractors, road making equipment, industrial marine and agricultural engines, engines of both U.S. and foreign manufacture. $15,000. Loan No. 240-H-028. U.S. source. Quotation date December 6. P. Karoussos and Co., 28 Karolou St., Patras. SBC-445.

■ **SOMALIA**—Kelvin Diesel model P2R, or equal, 10 h.p. at 1500 r.p.m., 2 cylinder hand starting engine, fitted with 2:1 reduction gear and equipment, such as shafting, fuel, exhaust connections, water and other equipment. Spare parts and servicing should be readily accessible in the area. Loan No. 35. U.S. source. Quotation date December 5. Credito Somalo, P.O. box 330, Mogadiscio.★ SBC-446.

VENEZUELA—Outboard motors of over 750 r.p.m. Direct purchase and agency; requests replies in Spanish. United States Representatives Agency, S.R.L. (U.S.R.A.), Avenida Baralt No. 1117, Caracas. WTD 10/8/63.

■ **VIETNAM**—Aircooled traction gasoline engines 4 hp at 4000 rpm, 400 pcs.; same by 7 hp at 3600 rpm, 50 pcs.; gasoline engines, 3 hp, 3600 rpm, 150 pcs.; same, 5.75 hp, and 7 hp 3600 rpm, 40 pcs. each; same, 9 hp, 3600 rpm, 20 pcs. Offers on c&f basis only. Fob and freight costs indicated separately. Freight 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon. Limited world wide (901). Quotations desired by December 2. Ets. Hiep Vinh, 43-45 Trieu Quang Phuc, Cholon. SBC-444.

352 Farm Machinery

AUSTRALIA—Sprayers and dusters, agricultural. Direct purchase and agency. B. G. Plummer & C., Pty., Ltd., (manufacturers, distributors), 74-78 Brandling St., Alexandria.

HONDURAS—Immediate purchase of sixty (60) corn huskers, shellers and cleaners similar to Model 150, formerly manufactured by New Holland Machine Co. of New Holland, Pa. Jaime Letelier, Engineer, Empresa Alvarez, (Cia. General de Comercio. S.A.), Apartado Postal 410, Tegucigalpa. WTD 8/2/62.

JAPAN—Agricultural implements of any new lines. Direct purchase and agency. Mr. H. Chang, Maikai Trading Co., Ltd., (manufacturer's representative), No. 7, 3-chome, Kojimachi, Chiyoda-ku.

SYRIA—Used case tractors, under 100 h.p., with implements and farm earth moving equipment attachments; 500. Nerses Dimidjian (importer, commission agent), c/o Dimidjian Bros., Suleimanieh St. No. 244, Aleppo.

353 Construction Machinery

● **CAMBODIA**—Plant engineering and furnishing of equipment for 4-ton per hour phosphate rock crushing and drying plant, capable of handling limestone or lime. Bid deadline December 15. Societe Khmere des Phosphates, 385 Moha Vithei Preah Monivong, Phnom Penh. (Correspondence preferred in French.)

ETHIOPIA—Stone crushing plant machinery and concrete products machinery (mixers, building block machinery, bucket elevators, belt conveyors, skip loaders, screening equipment); requests illustrative catalogs, price quotations c.i.f. Assab, Ethiopia. Genetrade Co., (wholesaler), P.O. box 1124, Addis Ababa. WTD 10/22/63.

■ **INDIA**—Spare parts for earthmoving and road making machinery. Piston rings for scrapers, excavators, taxcavators, bulldozers, dumpers; value not exceeding $400; fuel injection equipments, suitable for Allis Chalmers bulldozers and Letoureau scrapers, not exceeding $2,000; gaskets for earthmoving machinery, approx. $500; engine bearings suitable for Allis Chalmers and Hercules engines, used on earthmoving machinery, not exceeding $4,100, 93 items. Various part numbers, descriptions and quantities. Import license No. 031983. Reference No. 64(5)/63-082. Loan No. 386-H-082. U.S. source. Quotation date December 13. Tractors & Bulldozers Private Ltd., Construction House, Ballard Estate, Bombay 1. Cable: POWERFARM, Bombay. C.I.F.★ SBC-443.

■ **PAKISTAN**—Complete hand hoists, 5 ton 2-speed, complete with brakes and dogging devices, 12 nos.; complete hand hoists with G.M. 4-71 Engines or comparable for anchor barge, 5 nos., inboard/outboard marine propulsion units, 3 nos., D.C. Diesel driven welding machines, 11 nos., plate bending and rolling machine, Diesel fuel injection pump testing and calibrating machine; injector service equipment, 1 set; valve seat grinding and reconditioning machines, 3 sets; shop cranes, 2 sets; crankshaft grinding machine, Dynamometer set, hollow spindle shaft lathe, heavy duty gear box lathe, vertical drilling and tapping machine. Tender No. AID/DO/63. Tender fee, not refundable, $10.50 each. Loan No. 391-A-033 (DLF 171). U.S. source. Bid deadline December 4. E. Pakistan Water and Power Development Authority, Directorate of Purchase, WAPDA House, Dacca 2. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-448.

SWEDEN—Middle and low priced industrial stackers and car pushers; direct purchase and agency. Import AB Apex, (agent, importer), Drottninggatan 27, Drottninggatan, Halsingborg. WTD 10/29/63.

SYRIA—Used Caterpillar farm tractors D-4 and D-7 with its implements, in very good working condition. Nerses Dimidjian (importer, commission agent), c/o Dimidjian Bros., Suleimanieh St. No. 244, Aleppo.

354 Metalworking Machinery

AUSTRALIA—Power tools. Direct purchase and agency. B. G. Plummer & Co., Pty., Ltd., 74-78 Brandling St., Alexandria.

■ **COSTA RICA**—Bucyrus-Erie Model 22-W water drill, or equal; accessories to include two stabilizing jacks and side guy lines; variable equipment; set of miscellaneous drilling and fishing tools for various size holes and additional tools. Various quantities and descriptions. PIO/C No. 515-520-948-0-30073. U.S. source. Quotation date December 5. General Services Officer, San Jose.★ SBC-440.

FRANCE—Electrical hand tools for homes and workshops. Direct purchase and agency. Requests replies in French. Socoda—Societe de Cooperation d'Etudes & D'Approvisionnement, (purchasing office), 2 rue de Chateaudun, Paris 9e.

HONDURAS—Used rolling mill, complete, 5,000 ton per yr. capacity, for manufacturing reinforcing rods and profiles from billets, approx. to consist of five-ton per hr. ingot reheating furnace, 16-in., 3hl roughing mill with 400 h.p. motor, 5 stand 10-in. finishing mill, with 500 h.p. motor, flying shear, pinch rolls, 60 ft. hot bed and shear run out table, for 220/440 v. d.c. Humberto León, engineer, Banco Central de Honduras Tegucigalpa.

ITALY—Foundry machinery and equipment: molding and welding machine with cutting line (complete process). Desires catalogs with technical specifications and cif prices. Requests replies in Italian. Sicilprofilhei, S.p.A., via Ronchi 6, Catania.

JAPAN—Complete line of Numerically Controlled Machine Tools. Direct purchase and agency. Marubeni-Iida Co., Ltd., (exporter, importer), (Machine Department I), Central P.O. box 1000, Osaka. WTD 8/2/63.

● **KOREA**—Heavy duty lathe, one each: 18' length of bed, 32" swing; 12' length of bed, 25" swing. Invitation to bid KFX 3084-S, world-wide, bid deadline November 27. Office of Supply, Government of Republic of Korea, Seoul. Specifications available from Myong Nam Ahn, Procurement Attache, Korean Embassy, Washington, D.C.

NORWAY—Guillotine shears, working length 1020 mm or 1250 mm, to operate on 220 v., three phase, 50 cycle current. A/S Heimdal Maskinforretning, (importing distributor, manufacturers' agent), 1-3 Raadhusgaten, Oslo. WTD 3/12/63.

Portable power tools, gas powered, battery powered; drills. Direct purchase and agency. Norske Stalprodukter A/S, (manufacturers' agent, importing distributor), 41 Th. Heftyesgate, Oslo. WTD 12/1/61.

PAKISTAN—Machine tools: hand tools, steel files, electric boring tools, drills, grinders, shapers. Direct purchase and agency. Nisar A. Sheikh, (importing distributor, manufacturer), 9 Bokhari Bldg., Chowk Shahidan, Akbar Rd., Multain. WTD 10/15/63.

SWEDEN—Repair and testing equipment for garage and service stations. Direct purchase and agency. Frank Dahlberg AB, (importer, sales agent, manufacturer, exporter), Hornsgatan 67-69, Stockholm Sö. WTD 10/3/63.

■ **VIETNAM**—79 gals. operating capacity, high class vitrified porcelain lined pebble mill, for enamel and lacquer white pastes. Motor and pebbles included. Grinding and discharge door, air vent and sampling plug, inching device, revolution counter, linings and pebbles to be smooth surfaced for fine grinding, section 1; same but for enamel and lacquer pastel color pastes, section 2; unlined steel ball mill, 79 gals. operating capacity, special alloy steel shell and balls, jacketed, polished for immediate use and very fine grinding. Dao Huy Mon, Fabrique de Peinture Durcico, 90 Ham Nghi, Saigon.

■ Iron wire drawing machine, approx. capacity of drawn wire 580 feet per minute, capable of drawing finished wire of diameter 0.60 mm. to 3.60 mm. from feed stock wire of 5.5 mm. max. dia., complete with electric motor and controls, supply stand for 122 kgs., 22" coil, pointing machine for 1.0-5.5 mm. and butt welder (20 kva), item 1; non-stop coiler with drum dia. of 400 mm. for use with above ma-

chine, and for taking off finished wire without stopping wire drawing operation, complete with motor and controls, item No. 2; non-stop coiler with drum dia. of 600 mm., similar to above. Ets. Hoang Kim Quy, 111-113 Ham Nghi, Saigon.

■ 125 HP automatic steam generator, complete set of water treatment plant as specified. To include spare parts and accessories for two years of normal operating conditions, all items individually priced, as well as the overall price. All machines to be motor driven, complete with adequate controls, for 220/380 v., 50 cycles, 3-phase operation from available power source. All electrical equipment to be insulated for service in tropical and humid climate. Ufiplastic Cong Ty, S. A., 4 Thi Sach, Saigon.

All the above are limited worldwide (901) source. Bid deadlines November 30. Offers reviewed on c&f basis only. Fob and freight costs indicated separately. 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon and one to Industrial Development Division, U.S. A.I.D., 32 Ngo Thoi Nhiem, Saigon. Detailed specifications may be obtained from the Office of Small Business, A.I.D., Room 2129, Barton Hall, Ohio Drive and Independence Ave., SW., Washington, D.C. SBC-440.

355 Special Industry Machinery

GREECE—Turn-key installation: plant to turn out glass 2 mm-8 mm thick, 2.20 m-2.40 m wide at the annual rate of 1.50 million square meters of 2 mm glass; automatic machine for producing drinking glasses by the blow process; automatic machine for producing bottles, 200-1200 grams capacity, by the blow process; automatic machine for producing vials, 5-250 grams capacity, by the blow process; automatic machine for producing drinking glasses by the press process. Industrie du Verre Jioula, S.A., (manufacturer), 22 Lykavitou St., Aigaleo, Athens.

Machinery to manufacture plastic bottles and containers. Requests replies from manufacturers with brochures and price quotations. Viohimiki Co., (manufacturer), 5 Metaxa St., Evosmos, Thessaloniki.

Machinery to manufacture plastic dinnerware. Requests replies from manufacturers with brochures and price quotations. Iacovos Nicolaides (retailer), 20 Paleon Patron Yermanou St., Thessaloniki.

Machinery to manufacture plastic buttons. Requests replies from manufacturers with brochures and price quotations. A. Yiannopoulos & Sons, (manufacturer), 11 Hermou St., Thessaloniki.

Machinery for the manufacture of plastic toys and plastic kitchen utensils. Requests brochures and price quotations. Vasilios Procopiou (retailer), 16 Paleon Patron Yermanou, St., Thessaloniki.

■ One 4/88 super, less one gin and feeder, cotton ginning and baling plant, including all necessary motors, starters, vee belts, super thermax extractor-cleaners, seed cotton drying system, double box standard gin compress, super jet lint cleaners, seed-o-meter, scale, monorail bale scale, gin breast devices, console automatic control panel, set of manufacturers spare parts, including 3 complete saw rollers. Packed and delivered fas, U.S.A. port. Loan No. 240-H-022. U.S. source. Quotation date December 4. Volos Cotton Mfg. Co., S.A., 6, Dragatsaniou St., Athens, 122. SBC-445.

■ **INDIA**—Water treatment plant. ISM Ref. No. D/ENQ/802. Tender No. S/Project/3183-P/Talcher W. T. Plant. Tender Fee $23.10 each, not refundable. Loan No. 386-A-044. (A.I.D. Loan No. 190). U.S. source. Bid deadline December 17. Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Delhi. Cable: DEVSUP, New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington D.C., 20008. SBC-439.

● **IRAN**—Six (6) retorts to prepare nitric acid from nitrates with capacity of 550 lit., one (1) pressure vessel of stainless steel, for weak and strong sulfuric acid, bid deadline Dec. 22. Edarek Basrassi, Mali Artech Ave., Sevon Esfand, Teheran.★ (Telephone: 202-WO 7-5589)

ITALY—Tire presses; tire repairing, recapping and retreading equipment. Agency only: Piero Tagliasecchi, (distributor), V. S. Brunone 21, Milan. WTD 10/11/63.

● **KOREA**—High speed rotary magazine press. Invitation to bid KFX—3085—S closes 10 a.m. Nov. 29. Office of Supply, Government of the Republic of Korea, Seoul. ★(Telephone: 202 WO 7-5589)

NORWAY—Circular saws, chain saws. Direct purchase and agency. Norske Stalprodukter A/S, (manufacturers' agent, importing distributor), 41 Th. Heftyesgate, Oslo. WTD 12/1/61.

Vulcanizers for tires and tubes, such as retreaders, recappers, sectional vulcanizers. Gumni A/S K. Lund & Co., (importer, wholesaler), 3 Revierstredet, Oslo. WTD 2/28/63.

PAKISTAN—Ginning spares: roller and saw gin; machinery: special machinery for textiles. Direct purchase and agency. Nisar A. Sheikh, (importing distributor, manufacturer), 9 Bokhari Bldg., Chowk Shahidan, Akbar Rd., Multan. WTD 10/15/63.

■ Hot air tentering machine W. width 2000 mm. approx.; pressing machine for finishing woolen and worsted cloth, for completion of the finishing section of existing woolen plant. Loan No. 391-A-019. (DLF 100). World wide (899). Quotation date November 24. Rahat Woollen Mills, Peshawar Rd., P.O. box No. 53, Rawalpindi. Cable: RAHATWOOL, Rawalpindi. SBC-448.

PHILIPPINES—Band sawmill machinery. Gay, Inc., (producer), 5th Floor, R & B Bldg., Dasmarinas St., Manila. WTD 4/28/61.

SWEDEN—Supplies and equipment for the graphic arts industry. Direct purchase and agency. AB Fotoagenturen, (wholesaler, sales agent), Strandbergsgatan 53-57, Stockholm K. WTD 10/7/63.

Packaging machines and equipment, also nailing machines. Nordiska Kartro AB, (wholesaler, sales agent). Box 99, Farsta 1. WTD 10/9/63.

Middle and low priced blast cleaning equipment and tube cleaning equipment; direct purchase and agency. Import AB Apex, (agent, importer), Drottninggatan 27, Hälsingborg. WTD 10/29/63.

Food processing machines. Direct purchase and agency. Ingemar Munthe, (agent, wholesaler), Magasinsgatan 3, Göteborg C. WTD 9/27/62.

356 General Industrial Machinery

ETHIOPIA—Deodorizing agents, odor removal and air purifying equipment; requests illustrative catalogs from manufacturers only; price quotations c.i.f. Djibouti, French Somaliland. Attn: Balambaras Ashebir Gabre-Haiwot, Ethiopian Abattoirs Share Co., (manufacturer), P.O. box 1908, Addis Ababa. WTD 10/15/63.

FRANCE—Rotary pumps, simplex and duplex filters. Direct purchase and agency. Societe E.R.E.I.C.O., Cie d'Etudes & de Réalisations d'Ensembles Industriels, (manufacturer), 12 rue Charles Nodier, Paris 18e. WTD 10/3/63.

■ **GREECE**—Roll wrappers with 1½ hp. motor, 380.50.3 electrical requirements, 3, roll size length 4½ dia., 4⅛, without glueing mechanism. Quotation date November 28. Athens Papermill Co., Ltd., Theseos 10, Athens.

■ Horizontally split case, high pressure centrifugal pumps, 3, capacity 450 gpm, 3550 rpm, Firesall stuffing boxes, including all shafts, couplings and 7″ spares, 3; gear speed increasers, 3600 rpm output, 3; pump spares, 3 sets, comprising stuffing gaskets, bearings, shaft sleeves, wear rings and complete seals; speed increaser spares, 3 sets each set comprising set of bearings and gaskets. Cif Piraeus, Quotation date December 1. Const. Hioneas Mechanical Electrical Works, 114 Solonos St., Athens.

Both the above are for loan No. 240-H-028. U.S. source. SBC-440.

ISRAEL—Machinery and equipment for the manufacture of condensers and evaporators for air conditioning units; requests prompt offers including prices and delivery terms. Joseph Mazza, (manufacturer), 330 St., No. 13, Jaffa.

ITALY—Air and propane mixing equipment. Direct purchase and agency. Costruzioni Impianti Milano S.r.l., (agent), V. Andrea Doria 16, Milan. WTD 8/2/63.

NETHERLANDS—All types of pumps for fluids. Handelmaatschappij Schulte & Co. N.V., (importing distributor), 58a Ev. Meijsterweg, Amersfoort. WTD 4/8/62.

NORWAY—Pump/sprayers and related equipment. Direct purchase and agency. Norske Stalprodukter A/S, (manufacturers' agent, importing distributor), 41 Th. Heftyesgate, Oslo. WTD 12/1/61.

PAKISTAN—Ball bearings: ball or tapered Nos. 6200, 6300, 1500, 30300. Direct purchase and agency. Nisar A. Sheikh, (importing distributor, manufacturer), 9 Bokhari Bldg., Chowk Shahidan, Akbar Road, Multan. WTD 10/15/63.

SYRIA—Portable air compressors for use in road construction. Direct purchase and agency. Nerses Dimidjian, (importer, commission agent), c/o Dimidjian Bros., Suleimanieh St. No. 244, Aleppo.

357 Office, Computing, Accounting Machines

● **GREECE**—45 electrically-operated perforating machines for marking documents with letters and numerals. Tender No. B/807/63, bid deadline December 17. Ministry of Commerce, State Purchases Directorate "B", 50 Socratous St., Athens.★ (Telephone: 202-WO-7-3518).

● Tax data processing machines: 14 card-punch machines with combinations alphabetic and numerical keyboard; 1 printing card-punch interpreter machine with alpha-numerical keyboard; 6 card verifying machines with combination alphabetic and numerical keyboard; 1 interpreter machine; 2 sorter machine; 1 collator; 1 reproducing punch; and 1 accounting machine. Tender No. B/812/63, bid deadline December 19. Ministry of Commerce, State Purchases Directorate "B", 50 Socratous St., Athens.★ (Telephone: 202- WO 7-3518).

NORWAY—Duplicating and reproduction machines, office copying machines based on thermographic and elestrostatic techniques. Wishes sole distributorship or representation for Nor-

way. Requests replies from manufacturers only. Magne Ore A/S, (importing wholesaler, manufacturers' agent), 25 Parkveien, Oslo. WTD 11/8/61.

SAUDI ARABIA—Small office adding, calculating, duplicating, mimeographing machines, electrically or manually operated. Direct purchase and agency. Al-Nahdhah Book Shop, (importer, retailer, wholesaler, manufacturer, commission agent), P.O. box 353, Dammam. WTD 3/31/63.

SWEDEN—Office equipment and supplies. Direct purchase and agency. Nordiska Kartro AB, (wholesaler, sales agent), P.O. box 99, Farsta 1. WTD 10/9/63.

358 Service Industry Machines

ENGLAND—Hot liquid vending machines, coffee brewers, for use by the catering industry. Direct purchase and agency. Jackson Boilers Ltd., (manufacturer), Elland Rd., Leeds, Yorkshire.

GERMANY—Floor cleaning machinery for use in warehouses, supermarkets, banks and all other large buildings. Requests replies from U.S. manufacturers only with price quotations cif European ports. Direct purchases and exclusive distributorship. Alfred Kaut & Co., (wholesaler, importer), 33-35 Tannenbergstrasse, 56 Wuppertal-Elberfeld. WTD 2/16/61.

NORWAY—Street sweeping machines; floor sweepers for industrial use. Direct purchase and agency. Cimex A/S, (importing distributor, manufacturers' agent), 5 Welhavensgate, Oslo. WTD 3/5/63.

Humidifiers for public buildings (particularly churches), offices, homes. Direct purchase and agency. Norske Staalprodukter A/S, (importing distributor, manufacturer's agent), 41 Ths. Heftyesgate, Oslo. WTD 12/1/61.

■ **PAKISTAN**—Materials, labor, equipment and transportation required to complete installation of air conditioning, absorption type, for Cantonement Telephone Exchange, including absorption water chilling plant, boiler plant, cooling tower, air handling system, electronic air cleaner, pumping sets, automatic temperature control system, central control console, electric wiring to all motors, starters and disconnect switches, all interconnecting piping, duct work and grilles, all painting. Tender No. Pur. 23-23/63/512. Loan No. 391-H-046 (AID 53). U.S. source. Quotation date December 4. Pakistan Telegraph & Telephone Dept., Office of the Director General Telegraph & Telephone, Karachi. SBC-448.

361 Electric Transmission, Distribution Equipment

● **KOREA**—Supply of one 1,500 kva, 60 cycle, 3 phase transformer; air circuit breakers, lightning arresters, metering and control equipment and magnetic starter designed and assembled for 3 phase squirrel cage type motor control. Tender No. KFX-3081-F, bid deadline November 25. Estimated cost for substation contract is $34,600. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WOrth 7-4242).

362 Electrical Industrial Apparatus

■ **INDIA**—Initial pinch type bending roll, complete with driving motors, accessories and spares, suitable to roll 10′ long pipes of 12″ dia. and above, from ⅜″ thick m.s. plates. Driving and other motors of machine to be suitable for 400/440 v., 3 phase, 50 cycles, A.C. current, also equipped with overload protection device, centralized lubrication. Import license No. 977912/DLF-157/62. Reference No. 20(18)/63-AID-II. Indian Hume Pipe Co., Ltd., Construction House, Ballard Estate, Bombay 1. Quotation date December 18.

■ Roll initial pinch type plate bending rolls arranged for motor drive, complete with electrical equipment. Import license No. 978032-DLF.157/62/HQ-CGI. Ref. No. 20(12)/63-AID-II. Quotation date December 16. M/s. Gannon Dunkerly and Co., Ltd., Chartered Bank Building, Fort, Bombay 1.

Both the above are for Loan No. 386-A-032 (A.I.D. Loan No. 157). U.S. source.★ SBC-443.

● Supply of 39 sets of traction equipment and mechanical components for meter gauge, 25 kv., AC rail motor cars, worldwide tender No. RE/RS/203 by General Manager and Chief Engineer, Indian Railways, 1, Acharyya Jagadish Bose Rd., Calcutta 20, India. Bid deadline January 7, 1964. Tender documents available from India Supply Mission (D/ENQ/791), 2536 Massachusetts Ave., NW., Washington, D.C., 20008, for a fee of $26.25 each, non-refundable.

ITALY—Industrial electronic instruments and controls. Direct purchase and agency. Strumentazione Electronica Industriale S.a.S., (agent), V. Papiniano 28, Milan. WTD 9/9/63.

■ **KOREA**—Carbon electrodes, 7″, 8″, 10″, 12″ x 60″ length, artificial, with tapered nipples, fixed carbon, 99.00% min., ash: 0.2% max., approx. 20 m.t. Delivery c&f Pusan or Inchon. U.S. flag liner vessel. Ref. No. FFO-SAI-3-718. Quotation date November 23. Bupyung Steel Ind. Co., Ltd., #244 Chungchun-Dong, Inchon. SBC-440.

SYRIA—Complete set of electrical welding machinery and components. Direct purchase and agency. Nerses Dimidjian (importer, commission agent), c/o Dimidjian Bros., Suleimanieh St. No. 244, Aleppo.

363 Household Appliances

BARBADOS—Small kerosene or pro-gas deep-freeze with ice-making compartment. Mr. Cecil D. McIntosh, Port Elizabeth, Bequia, St. Vincent. WTD 9/5/63.

● **HONG KONG**—Supply of 700 ceiling fans, 700 pedestal fans, 250 desk fans. Tender notice No. C/52/8/64, bid deadline November 29. Secretary, Tender Board, Colonial Secretariat, Government Offices, Lower Albert Rd., Hong Kong.★ (Telephone: 202-WOrth 7-5346).

364 Electric Lighting, Wiring Equipment

ENGLAND—Lampshades and lighting fittings, modern design, low to medium price range. Direct Purchase. Sterling Light Co., Ltd., (manufacturer, exporter, importer, wholesaler) 50A, Ledbury Rd., London, W.11. WTD 10/23/63.

365 Radio, Television Receiving Sets

FRANCE—New types of television equipment for home use. Direct purchase and agency; requests replies in French. Radio Volta, (retailer), 30 rue Volta, Paris 3e.

QATAR—Television sets. Tawfeeq Trading and Contracting Co., (importer, retailer, commission agent), P.O. box 187, Doha. WTD 10/22/63.

VENEZUELA—Radio receivers, A.M., console, table model record players, consumer type; recorders, disc, tape and wire consumer type. Direct purchase and agency. United States Representatives Agency, S.R.L. (U.S. R.A.), Avendida Baralt, No. 117, Caracas. WTD 10/8/63.

366 Communication Equipment

● **IRAQ**—Supply of one complete central battery telephone exchange. Tender No. 37/63, bid deadline December 7. Government Oil Refineries Administration, Baghdad.★ (Telephone: 202-WO 7-4823).

IRELAND—Electronic and telecommunications equipment—all kinds. Direct purchase and agency. Research & Production, Ltd., 44 Upper Mount St., Dublin.

371 Motor Vehicles, Motor Vehicle Equipment

■ **INDIA**—Dodge Kew truck gears; clutch discs and cover assemblies; king pin units; timing chains; suspension parts; tie rod ends, various part numbers and quantities, cif with quantity discount. Import license No. E086129/63/EI/M/L I. Ref. No. M/s. Addison and Co., Ltd., 158, Mount Rd., Madras 2. Quotation date December 16.

■ Automotive parts for Ford, Dodge, Fargo, Plymouth, Studebaker, International, Willys Jeeps, Dodge Kew trucks, Mercedes trucks, Leyland Comet trucks, Fiat, Morris Oxford and standard cars. Various descriptions, numbers and quantities, 14 items. Import license No. 032724. Reference No. 60(706)/63-082-AID(1). Quotation date December 18. The Associated Auto Parts Private Ltd., 445, Lamington Rd., Bombay 4. Cable: CHEVPARTS, Bombay.

Both the above are for loan No. 386-H-082. U.S. source.★ SBC-443.

NORWAY—Accessories for U.S. and European automobiles. Gummi A/S K. Lund & Co., (importer, wholesaler), 3 Revierstredet, Oslo. WTD 2/28/63.

SINGAPORE — Automotive replacement parts; importer, wholesaler, retailer and exporter requests quotations CIF Singapore. Prices must be competitive. Direct purchase or agency. Chu Cheong Co., Ltd., P.O. box 1151, 211-A Victoria St., Singapore 7.

SWEDEN—Automobile accessories. Direct purchase and agency. Frank Dahlberg AB, (importer, sales agent, manufacturer, exporter), Hornsgatan 67-69, Stockholm Sö. WTD 10/3/63.

SYRIA—Parts for personal cars: window, door, trunk handles; pillar lock cylinders; window raising and lowering mechanisms. Direct purchase and agency. Jacques S. Kouyoumdji (importer, commission agent), P.O. box 250, Selim Jeanbart St., Tabbakh Bldg., Aleppo. WTD 11/1/63.

■ **TURKEY**—Spare parts for I-H trucks. Long list of part numbers, descriptions, quantities. Import license No. 1895. Loan No. 277-H-043. U.S. source. Quotation date December 10. Omfer Ticaret-Mehmet Isvan, Sishane, Mesrutiyet Caddesi No. 184, Beyoglu, Istanbul.★

■ Genuine Chrysler Mopar auto spare parts. Subject to certain conditions. Various quantities, part numbers, descriptions. IL#002173. Loan No. 277-H-043. Quotation date December 10. Oto Guney-Ali Guney, Mustafa Kemal Caddesi 78/10, Aksaray, Istanbul.★

■ Parts for G.M.C. trucks, including pistons, 127 p. ring in the std. 020, 030, 040, 060 sizes, 708 pcs., exhaust and intake valves, 960 pcs.,

valve guides, 300, valve spring, 180 pcs., water pumps, 95; rocker arm assemblies. Various numbers and descriptions, large quantities. IL#002005. Loan N. 277-H-043. U.S. source. Quotations date December 10. Gayret Koll. Sti. Neset Yazgan ve Kamal Ersoy, Taksim Sehit Muhtar Caddesi No. 13/A, Istanbul.★ SBC-446.

■ Jeep spare replacement parts, to fit Willys Overland specifications, large quantities, various part numbers and descriptions. Quotations cf or cif, Istanbul. Transportation by U.S. or Turkish flag ships. Delivery time should be indicated on quotation. Import license Nos. 2007-2012. Amount $10,600. Quotation date November 28. U.S. source. Halil Tascioglu, Galata Kardesim Sokak 15, Istanbul.★ sbc-439.

372 Aircraft, Parts

TAIWAN—Maintenance shop equipment for conventional aircraft. A list describing equipment desired is available on a loan basis from the Trade Opportunity Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-4674. China Air Lines, Ltd., Taipei International Airport, Taipei, Taiwan or its purchasing agency, U.S. Summit Corp., 120 Wall St., New York, N.Y. WTD 12/20/62.

373 Ship, Repairing

URUGUAY—Trawlers, two, speed 10 m.p.h., radio, radar, radio compass and fishloop or sonar, auxiliary power unit. First with refrigerated hold capacity 154 cm., separate freezing compartment, operating time 40 days, crew 40. Second with refrigerated hold capacity 77 cm., operating time 30 days, crew 12. Direct purchase; requests replies in Spanish. Copescon, Cooperativa de Pesca y Conserva, (cooperative), Calle San José 1074, Montevideo. WTD 10/18/63.

374 Railroad Equipment

■ **PAKISTAN**—BG Bogie flat wagons, BR type, 9; BG Bogie well wagons, BWL type, 6; BG Bogie ballast hopper wagons, BKW type, 50; BG Bogie covered wagons, BCR type, 8; BG covered cattle wagons, BCMR type, 4. Tender No. PR-I/63/Wag/I, Loan No. 391-H-070. U.S. source. Bid deadline December 16. Secretary, Railway Board, Government of West Pakistan PWR Headquarters, Empress Rd., Lahore. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y. Attn: Mrs. Caparelli. SBC-440.

381 Engineering, Laboratory, Scientific, Research Instruments

ENGLAND—Laboratory equipment of all kinds. Direct purchase. Arnold R. Horwell Ltd., (manufacturer, exporters, wholesaler, importer), 17 Cricklewood Broadway, London, N.W.2. WTD 7/31/63.

NORWAY—Aircraft altimeters, automatic aircraft flight control systems, aircraft sextants, laboratory apparatus such as mass spectrographs, electric instruments indicating temperature, industrial process flow instruments, tank level indicators, testing instruments for hardness, material strength, physical property and wear, radiation detection devices, chromatographs. Direct purchase and agency. Hugo Riso A/S, (importing distributor, manufacturers' agent), P.O. box 8, Taasen, Oslo. WTD 10/25/63

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

ENGLAND—Gauges, air, for measurement by air flow. Agency and direct purchase. Thomas P. Headland Ltd., (manufacturer, importer, wholesaler), Melon Rd., London, S.E.15. WTD 3/26/63.

ITALY—Industrial pneumatic controls. Direct purchase and agency. Strumentazione Elettronica Industriale, s.a.s., (agent), V. Papiniano 28, Milan. WTD 9/9/63.

383 Optical Instruments, Lenses

FRANCE—Electronic microscopes. Direct purchase and agency. Rene Janning, (importer, dealer), 92 bld Murat, Paris 16e.

■ **INDIA**—Automatic direct reading Spectrometer for routine qualitative and quantitative analytical work suitable for analyzing various non-ferrous metals. Should have a number of analytical slits and photo-multiplier assemblies suitable for various elements and concentrations: complete with sequential typewriter printout, all electronic and electrical equipments, accessories, for three years' working. Power supply available is 3 phase, 50 cycles, 400 v., a.c. supply and also single phase, 50 c., 220 v., a.c. supply. Items 'A' and 'B'. Reference No. 20(36)/63-AID-II. Import license No. 978190/DLF/157/62/HQ/CG IV. Loan No. 386-A-032 (DLF 157). U.S. source. Quotation date December 12. The Indian Smelting & Refining Co., Ltd., Industry House, 159 Churchgate Reclamation, Bombay 1. Cable: ISARC, Bombay.★ SBC-440.

384 Surgical, Medical, Dental Instruments

FRANCE—Surgical catgut. Direct purchase and agency. Requests replies in French. Société d'Exploitation des Inventions Médicales (S.E.I.M.), (representative), 30 rue Fénelon, Lyon (6). WTD 10/28/63.

Heels—walking, cast—for manufacturing shoes. Requests replies in French. Direct purchase and agency. Ets. Baures & Cie., (wholesaler), 3 Pl. du Marche de l'Avoine, Issoudun (Indre).

HONDURAS—Equipment for a complete dental laboratory; requests replies in Spanish. Nazzareno Nazzecone, Frente Parque Herrera #141, Tegucigalpa.

ITALY—Probes, sphygmomanometers, endoscopes, (phoendoscopes) and any new instrument in the surgical and medical field. Direct purchase and agency. S.I.M.E.R. sas di G. Rossi & Co., (agent), V. Rovetta 6, Milan. WTD 9/18/62.

Medical, surgical, hospital supplies and equipment, all types. Direct purchase and agency. Importex Chimici Farmaceutici-Eurospital S.p.A., (manufacturer), V. Conti 28, P.O. box 467, Trieste. WTD 1/25/63.

SWITZERLAND—Water soluble hospital laundry packs for isolation rooms, operating theatres, nursery delivery rooms and general hospital use. Leinenweberei Worb & Scheitlin AG, Worb, Canton Bern. WTD 10/24/63.

● **TUNISIA**—Large supply of surgical dressings, related items, accessories, including gauze, adhesive tape, hypodermic needles, bandages, syringes, test tubes, thermometers, flasks, ampoules, rubber articles. Tender No. 3/1964, bid deadline November 30. Tender conditions and specifications in French. Correspondence preferred in French. Pharmacie Centrale de Tunisie, 51 Avenue Charles Nicolle, El Menzah, Tunis.★ (Telephone: 202—WO 7-2939).

VENEZUELA—Surgical, medical and dental instruments. Direct purchase and agency. Organizacion Mara, S.A., Apartado 2826, Caracas, Edificio La Seguridad, Oficina 308, Ibarras a Maturin 21 y 23, Caracas. WTD 10/15/63.

386 Photographic Equipment

AUSTRIA—Photocopy equipment using dry process for office purposes. Kontor-Einrichtungsgesellschaft Erwin Braun & Co., (importer, wholesaler, distributor), 9-11 Eschenbachgasse, Vienna I. WTD 4/8/63.

DENMARK—Photographic supplies and equipment, especially 8 mm. and 16 mm. films and film projectors. Camillos Foto, (importer, retailer), 8 Smedelundsgade, Holbaek. WTD 3/8/63.

Photocopy machines and systems; white print machinery for dry and semi-dry process. Requests replies from manufacturers only. Direct purchase and agency. Lystrykpapirfabrikken Diadan, (importer), 3-5 Knapholm, Copenhagen, Herlev. WTD 3/12/63.

FRANCE—Photographic equipment and supplies; especially color films and plastic cameras; also articles of a novelty character; requests replies in French. Direct purchase and agency. Charles Amar, (importer, exporter, agent), 71 ave. des Champs Elysees, Paris 8e.

387 Watches, Clocks, Parts

AUSTRALIA—Clocks, watches, watch-bands. Direct purchase and agency. Ponsford, Newman & Benson Ltd., (importers, wholesalers), 5 Broad St. Place, Blomfield St., London E.C.2, England. Items for distribution in Australia. Address replies to company's branches at 234 Flinders Lane, Melbourne, Australia and 56 York St., Sydney, N.S.W., Australia. WTD 4/24/63.

391 Jewelry, Silverware, Plated Ware

EL SALVADOR—Class rings. Direct purchase and agency. Requests replies in Spanish. Almacen Silueta, (retailer), Calle Arce 506, San Salvador.

393 Musical Instruments, Parts

BARBADOS—Portable organ for church, operated by dry cell batteries, with dry cell battery operated amplifier; dry cell battery operated amplifier for piano; "C" melody saxophones. Mr. Cecil D. McIntosh, Port Elizabeth, Bequia, St. Vincent. WTD 9/5/63.

394 Toys, Amusement, Sporting Goods

AUSTRALIA—Toys, picture books. Direct purchase and agency. Ponsford, Newman & Benson Ltd., (importers, wholesalers), 5 Broad St. Place, Blomfield St., London E.C.2, England. Items for distribution in Australia. Address replies to company's branches at 234 Flinders Lane, Melbourne, Australia and 56 York St., Sydney, N.S.W., Australia. WTD 4/24/63.

ENGLAND—Novelty toys of all descriptions.

Direct purchase. Uniray (UK) Ltd., (manufacturer, exporter, importer, wholesaler, sales agent), 1 Commerce Rd., Brentford, Middlesex. WTD 7/12/63.

395 Pens, Pencils, Office, Artists' Materials

● **EL SALVADOR**—2000 boxes of black carbon paper. Tender No. 184(63), bid deadline December 16. Proveeduria General de la Republica, San Salvador.★ (Telephone: 202-WO 7-3518).

GREECE—Ribbons for tabulating machines. Direct purchase and agency. S. A. Salvanos, General Import Trade, (importer-wholesaler, sales agent), 42 Panepistimiou St., Karalopoulos Bldg., Athens. WTD 4/5/63.

VENEZUELA—Desk sets, fountain and ballpoint pens. Direct purchase and agency; requests replies in Spanish. United States Representatives Agency, S.R.L. (U.S.R.A.), Avenida Baralt, No. 1117, Caracas. WTD 10/8/63.

396 Costume Jewelry, Costume Novelties, Buttons, Notions

FRANCE—Eyelets for the manufacturing of shoes; requests replies in French. Direct purchase and agency. Ets. Baures & Cie, (wholesaler), 3 Pl. du Marché de l'Avoine, Issoudun (Indre).

399 Manufacturing Industries

AUSTRALIA—Novelties, fancy goods. Direct purchase and agency. Ponsford, Newman & Benson Ltd., (importers, wholesalers), 5 Broad St. Place, Blomfield St., London E.C.2, England. Items for distribution in Australia. Address replies to company's branches at 234 Flinders Lane, Melbourne, Australia and 56 York St., Sydney, N.S.W., Australia. WTD 4/24/63.

DENMARK—Sponges, chamois, toilet articles (excluding cosmetics). William Bencke & Co., (importing wholesaler), 1 Langelinie, Odense. WTD 3/19/63.

GREECE—Beauty and barber shop equipment (vibratory massagers, electrotherapy equipment—high frequency, galvanic current—ozonotherapy equipment, spray apparatus, epilation units, steam baths. Direct purchase and agency. Loucas Kokkinos, (importer, distributor, sales agent), 31 Stadiou St., Athens 122. WTD 10/25/63.

NORTHERN IRELAND—Novelties, such as ashtrays, paper napkins with cartoons, other small china ware, brass ware items; prices cif Belfast. Direct purchase or agency. Brands & Normans Ltd., (departmental store), Castle Lane, Belfast 1. WTD 8/30/63.

SOUTH AFRICA—Religious articles manufactured in the U.S., such as crucifixes, statues, rosaries. The Catholic Bookshop, (importing distributor), 7 Hope St., Cape Town.

505 Farm Products—Raw Materials

ENGLAND—Raw furs: minks, muskrats, leopards and other spotted furs. Agency and direct purchase. The Mount Fur Co., Ltd., (manufacture, exporter, importer, wholesaler), 20-21 Queenhithe, London, E.C.4. WTD 8/14/63.

509 Wholesalers

DENMARK—Used, unwashed acetate cinema films, 35 mm., in reels, black-white as well as color, safety quality, guaranteed free of nitrate and negative material, packed in second-hand jute bags. Fritz Lissauer, (importer), 38 Skt. Pedersstraede, Copenhagen K. WTD 11/28/63.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

121 Bituminous Coal

GREECE—Steam and gas coal; for participation in Greek Government bids. Commission agency. "Atente" Commercial, Technical, Maritime & Tourist Enterprises Co., Ltd., (sales agent, importer, wholesaler, exporter), 53 Stournara St., Athens 102. WTD 3/12/63.

202 Dairy Products

GREECE—Milk powder (skimmed and full cream) in large packages. "Karve"—N. Venetsanopoulos & Co., Ltd., (sales agent), 3 Gladstonos St., Athens 141. WTD 7/17/63.

203 Canning, Preserving Foods

ITALY—"Santa Clara" dried prunes; canned fruit, vegetables, sea food products; requests replies from manufacturers only. Novicompa, Piazza Grandi 24, Milano. WTD 9/25/62.

204 Grain Mill Products

GREECE—Cereals (wheat, corn) in bulk. "Karve" N. Venetsanopoulos & Co., Ltd., (sales agent), 3 Gladstonos St., Athens 141. WTD 7/17/63.

Grains: wheat, corn, barley. Canellias, Cotsis & Co., (sales agent), 64 Ermou St., Athens. WTD 1/28/63.

220 Textile Mill Products

GERMANY—Woolen, woolen/synthetic, synthetic, silk coating, suiting piece goods; cotton piece goods for manufacture of rain coats; requests replies from manufacturers only. Karl W. Hofmeister, (manufacturers' representative), Wegener Strasse 6, Hannover.

GREECE—Dacron, other synthetic fabrics for men's suitings; requests replies from manufacturers only. Canellias, Cotsis & Co., (manufacturer's only), 64 Ermou St., Athens. WTD 1/28/63.

TRINIDAD—Fabrics for furnishings and interior decoration; requests replies from manufacturers only. Geo. Attin Auto and Electrical Supplies, (importer, distributor), 7 Edward St., Port of Spain. WTD 4/2/63.

221 Broad Woven Fabric Mills, Cotton

AUSTRALIA—Cotton and rayon mixtures. E. Pitsch, Pty., Ltd., (manufacturer), 125 York St., Sydney.

222 Broad Woven Fabric Mills, Man-Made Fiber, Silk

AUSTRALIA—Silks. E. Pitsch, Pty., Ltd., (manufacturer), 125 York St., Sydney.

DENMARK—Woolen cotton, nylon piece goods of all types (especially nylon lining material). O. K. Jacobsen (agent), 10 Kronprinsensgade, Copenhagen K. WTD 4/22/63.

225 Knitting Mills, Products

BELGIUM—Full-fashioned men's and women's hose; requests replies from manufacturers. E.T.M.O. (European Textile Marketing Organization) (agent), 163 Rue Royale, Brussels. WTD 10/2/63.

Knit underwear for men, women and children; requests replies from manufacturers. E.T.M.O. (European Textile Marketing Organization), (agent), 163 Rue Royale, Brussels. WTD 10/2/63.

228 Yarn and Thread Mills, Products

NETHERLANDS—Synthetic yarns for weaving and knitwear purposes. Nederlandse Handelsonderneming Hanon, (sales agent), Postbus 136, Almelo.

229 Textile Goods

BELGIUM—Synthetic yarns. E.T.M.O. (European Textile Marketing Organization) (agent), 163 Rue Royale, Brussels. WTD 10/2/63.

231 Men's, Youths', Boys' Suits, Coats, Overcoats

BELGIUM—Ready-made men's suits; requests replies from manufacturers. E.T.M.O. (European Textile Marketing Organization) (agent), 163 Rue Royale, Brussels. WTD 10/2/63.

233 Women's, Misses', Juniors' Outerwear

BELGIUM—Ready-made women's suits; requests replies from manufacturers. E.T.M.O. (European Textile Marketing Organization) (agent), 163 Rue Royale, Brussels. WTD 10/2/63.

235 Hats, Caps, Millinery

SOUTH AFRICA—Capenet and buckram in the piece, as used in the millinery industry; requests responses from manufacturers only. A. Blomson, (manufacturers' agent), P.O. box 3920, Cape Town. WTD 5/22/62.

239 Fabricated Textile Products

SOUTH AFRICA—Nylon/dacron/cotton fabrics in the piece, for the lingerie industry; requests responses from manufacturers only. A. Blomson, (manufacturers' agent), P.O. box 3920, Cape Town. WTD 5/22/62.

242 Sawmills, Planing Mills

ITALY—Sawn lumber (douglas, hemlock); 50 to 60 fbm annually. Angelo Canevisio, (importer, wholesaler, manufacturer), V. Pontirolo 2, Fara d'Adda, Bergamo Prov., WTD 8/29/63.

280 Chemicals

FRANCE—Chemical products and raw materials—caustic soda, solvents, detergents, sulphates (copper, iron, nickel), carbonates, acids of all types—for industrial and maintenance purposes; for utilization by textile, paper, glass, paint, food industries; by metal-plating plants and related establishments. Has adequate warehousing facilities and appropriate equipment for handling liquid chemicals. Exclusive agency for southwest France. Interested only in direct negotiations with manufacturers and exporters. Jarach Etablissements, (wholesaler, sales agent, distributor), 108 Rue du Velodrome, Cauderan, Gironde. WTD 3/25/63.

281 Industrial Chemicals

FRANCE—Chemical products for the paint and varnishes industry. Siccanor Ets. R. Pottier, (manufacturer), rue Gambetta, Douchy-les-Mines (Nord).

PHILIPPINES—Industrial chemicals for textile, paper and paint industries. Requests replies from manufacturers only. Trans-Oceanic Merchandising, (importing distributor, manufacturer's agent), Wellington Bldg., Plaza Calderon de la Barca, Manila. WTD 1/12/63.

282 Synthetic Materials

GREECE—Plastic raw materials, thermoplastic and thermosetting. Requests replies from manufacturers only. Harry Pan. Bouras, (sales agent), 4 Dragatsaniou St., P.O. box 742, Athens. WTD 1/24/63.

Synthetic rubber. Commission agency. Requests replies from manufacturers only. Greek Affairs Trading Co., Ltd. (sales agent, importer, wholesaler), 23 Philellinon St., Athens. WTD 3/14/63.

NETHERLANDS—Raw materials for the plastics manufacturing industry, including polyethylene, polystyrene and other copolymer resins, thermohardeners. M. & R. de Monchy N.V., (importer, exporter, agent), 106 Meent, Rotterdam 1. WTD 10/23/63.

284 Soaps, Cosmetics, Toilet Preparations

FRANCE—Beauty products, cosmetics, foundation and lubricating creams, toilet waters, perfumes. Ets. Colbert, (manufacturer), 121 bis rue Aristide Briand, Levallois-Perret (Seine).

Cleansing products for household purposes; shoe polish; requests replies in French. Laboratories Maxi, 22 ave. de la Grande Armée, Paris 17e.

307 Plastics Products

FRANCE—Synthetic materials for manufacturing shoe uppers. Requests replies in French. Ets. P. Roche & G.&P. Boucard, (agent), 5 rue de la Fonderie, Cholet (Maine et Loire).

GREECE—Plastic glass. Requests replies from manufacturers with price quotations. Stathakis Bros., (importer), 14 Komninon St., Thessaloniki.

SOUTH AFRICA—Plastic film suitable for use in the food packaging industry; requests replies from manufacturers only. W. K. Croxton, (Pty.), Ltd., (manufacturers' agent), 20th Floor, Sanlam Centre, Foreshore, Cape Town. WTD 9/12/63.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

GREECE—Sand cloth, sand paper in rolls. Requests replies from manufacturers only. Panayiotis Petridis, (agent, exporter), 1 Apellou St., Athens 111. WTD 3/19/63.

331 Steel Mill Products

GREECE—Steel sheets, galvanized or black. Requests replies from manufacturers with price quotations. Henry S. Mallah, (commission agent), 26 Venizelou St., Thessaloniki.

333 Primary Smelting, Refining of Nonferrous Metals

SWEDEN—Special metals and metal alloys. Edström Trading Co. AB, (commission, sales agent), Kungsgatan 33, Stockholm C. WTD 10/7/63.

335 Rolling, Drawing, Extruding Nonferrous Metals

FRANCE—Teflon coated aluminum power cable, wires; insulated or covered. Eurocable, (manufacturer), 121 rue de Charonne, Paris 11e. WTD 10/23/63.

342 Cutlery, Hand Tools, General Hardware

CANADA—Hardware, housewares. Grant Brothers Sales Ltd., (importer, manufacturers' agent), 18 Hook Ave., Toronto 9, Ontario. WTD 6/20/63.

GERMANY—Hammer, screwdriver; twist drill or drift tool ejector, nut splitter, other newly developed hand tools for machine shop. Requests replies from manufacturers only. Heinz Will, (sales agent), Kappelenweg 108a, Hamburg-Harburg.

343 Heating Apparatus, Plumbing Fixtures

GERMANY—Air heating systems for oil and gas for installation in industrial plants, private houses, bungalows. Metallgiesserei- und Armaturenfabrik, (sales agent), C. Taufkirch, 11/11a Solmsstrasse, 6 Frankfurt/Main-W 13. WTD 10/30/63.

GREECE—Hot water circulators. Requests replies from manufacturers only. Stephanos Ch. Pantazides, (sales agent), 16 El. Venizelos St., Athens. WTD 2/6/63.

344 Fabricated Structural Metal Products

GREECE—Oil burners for domestic use. Commission agency. Stephanos Ch. Pantazides, (sales agent), 16 El. Venizelos St., Athens. WTD 2/6/63.

SWEDEN—Components and parts for nuclear research and allied equipment. Edström Trading Co. AB, (commission sales agent), Kungsgatan 33, Stockholm C. WTD 10/7/63.

349 Fabricated Metal Products

ISRAEL—All types of valves, fittings, pumps, gates, measuring, control, similar equipment for water, oil, gas pipelines. R. Elchanani, (commission agent), 2 Levontin St., P.O. box 1672, Tel Aviv.

353 Construction Machinery

NORWAY—Hydraulic elevator for buildings, car parking facilities; requests replies from manufacturers only. Olsen & Gronvold, (manufacturers' agent), 2 Karl Johansgate, Oslo. WTD 11/28/62.

PORTUGAL—Construction machinery, mixers, pavers, plants and related asphalt, bituminous, concrete, aggregates machinery, equipment; repair and replacement parts. Blandy Brothers & Co., Lda., (importer, exporter, wholesaler), 31 Rua Victor Cordon, Lisbon 2, Portugal. WTD 10/21/63.

TURKEY—Mining equipment, machinery, installations; compressors; i.e. drills, accessories, repair parts. Mortas, Türk Madencilik ve Ticaret Kol. Sti., (exporter, agent), Kervansaray, Apt. 1, Cumhuriyet Caddesi, Harbiye, Istanbul.

354 Metalworking Machinery

GREECE—Machine tools. Requests replies from manufacturers only. Harry Pan. Bouras, (sales agent), 4 Dragatsaniou St., P.O. box 742, Athens 122. WTD 1/24/63.

Portable electric tools to be used exclusively with abrasive materials. Requests replies from manufacturers only. Panayiotis Petridis, (agent, exporter), 1 Apellou St., Athens 111. WTD 3/19/63.

355 Special Industry Machinery

FRANCE—Equipment for graphic arts, paper converting machines, equipment. Presses F. L. (Societe Française des), 72 rue Rouget de Lisle, Roubaix (Nord).

356 General Industrial Machinery

ISRAEL—Process equipment, special fittings, valves, centrifuges. Exclusive agency. Aravah A.T.I. Ltd., (manufacturer's representative), 40 Nachmani St., P.O. box 14051, Tel Aviv. WTD 9/6/62.

ITALY—Special pumps for the chemical industry. Agency only. Costruzioni Impianti Milano, S.r.l. (agent), Viale Andrea Dorea 16, Milan. WTD 8/2/63.

357 Office, Computing, Accounting Machines

ITALY—High speed remote controls; printing data loggers. Agency only. Data Control, s.p.a., (agent), V. Bronzino 13, Milan. WTD 4/10/63.

358 Service Industry Machines

FRANCE—Water-coolers, beverage-chillers, pressure type units. Also mechanical, bottle-type coolers, drinking-fountains of various models for household, office, hotels, other uses. Agency and distributorship for southwest France; requests replies in French. Comptoir Général du Froid, (retailer, sales agent), 21 rue Honoré-Tessier, Bordeaux. WTD 4/16/63.

GERMANY—Fully automatic wet laundry presses; requests replies from manufacturers only. Ellerwerk Otto Ellerbrock, (manufacturer, importer, sales agent), 102-116 Steilshoper Strasse, Hamburg 33. WTD 3/28/63.

360 Electrical Machinery, Equipment, Supplies

GREECE—Electrical installation materials. Commission agency. Requests replies from manufacturers only. Stephanos Ch. Pantazides, (sales agent), 16 El. Venizelos St., Athens. WTD 2/6/63.

361 Electric Transmission, Distribution Equipment

GREECE—Power distribution equipment and supplies. Requests replies from manufacturers only. Harry Pan. Bouras, (sales agent), 4 Dragatsaniou St., P.O. box 742, Athens. WTD 1/24/63.

363 Household Appliances

SUDAN—Refrigerators, mechanical, household. Exclusive agency; requests replies from manufacturers. El Sir Abbas Agencies, P.O. box 1078, Khartoum. WTD 7/28/62.

365 Radio, Television Receiving Sets

NEW ZEALAND—Television sets and parts; has facilities in New Zealand for repairing and servicing. Requests replies from manufacturers interested in offering exclusive agency for the Island Territories of Fiji and Samoa. H. J. Ashton Co., (importer, retailer, manufacturers' representative), 54 Turama St., or P.O. box 2541, Auckland. WTD 3/18/63.

366 Communication Equipment

GREECE—Communication equipment: radio communication transmitters, receivers, transceivers and transmitter-receivers; broadcast equipment; electronic industrial control equipment; electronically amplified intercommunication equipment; electronic navigational aids; requests replies from manufacturers only. G. N. Ballis—Radio Engineer, (manufacturers' representative), 55 Lysikratous St., Kallithea, Athens. WTD 10/23/63.

Radio and television electronics equipment. Requests replies from manufacturers only. "Domisis" Engineering & Technical Agencies Corp., (engineering. sales agents), 6 Kriezotou St., Athens 134. WTD 4/5/63.

Telephone apparatus, such as centers for hotels, hospitals. Commission agency. Requests replies from manufacturers only. Stephanos Ch. Pantazides, (sales agent), 16 El. Venizelos St., Athens. WTD 2/6/63.

Telecommunication equipment and supplies. Requests replies from manufacturers only. Harry Pan. Bouras, (sales agent), 4 Dragatsaniou St., P.O. box 742, Athens 122. WTD 1/24/63.

371 Motor Vehicles, Motor Vehicle Equipment

CANADA—Automotive accessories, parts. Grant Brothers Sales Ltd., (importer, manufacturers' agent), 18 Hook Ave., Toronto 9, Ontario. WTD 6/20/63.

372 Aircraft, Parts

PORTUGAL—Aircraft parts and accessories. Blandy Brothers & Co., Lda., (importer, exporter, wholesaler), 31-1 Rua Victor Cordon, Lisbon 2. WTD 10/21/63.

384 Surgical, Medical, Dental Instruments

GREECE—Surgical, hospital, medical supplies; surgical trusses and elastic webbing. Requests replies from manufacturers only. Panayiotis Petridis, (agent, exporter), 1 Apellou St., Athens 111. WTD 3/19/63.

ITALY—Electric surgical knives; electronic apparatus for the PO_2, PCO_2, pH and rheobase simultaneous control. "Res Medicis", (agent), V. le L. Da Vinci, Quartiere Zincone Trezzano sul Naviglio (Milan). WTD 8/28/63.

Anesthetic apparatus. Agency only. G. Violani—Laboratorio Farmaceutico, (agent), V. Monte Rosa 82, Milan. WTD 7/25/63.

394 Toys, Amusement, Sporting Goods

GERMANY—Hickory ski billets. Requests replies from manufacturers only. Barlage, Knapp & Co., (sales agent, broker), Chilehaus A, Hamburg 1.

395 Pens, Pencils, Office, Artists Materials

BELGIUM—Gouache paint for artists; prices should be quoted cif Antwerp; requests replies from manufacturers only. Manufacture Belge Des Encres A Ecrire Bouhon, (wholesaler, manufacturer), F. Brynaert, Succr., 301 Avenue de la Reine, Brussels. WTD 2/15/63.

399 Manufacturing Industries

SOUTH AFRICA—All kinds of buckles and ornaments for men's and women's belts. F.O. Meyer & Co., (Pty.) Ltd., (manufacturers' agent), 63 Hout St., or P.O. box 3047, Cape Town.

505 Farm Products—Raw Materials

NETHERLANDS—Raw cotton. Nederlandse Handelsonderneming Hanon, (sales agent), Postbus 136, Almelo.

509 Wholesalers

CANADA—All kinds of mill supplies. Grant Brothers Sales Ltd., (importer, manufacturers' agent), 18 Hook Ave., Toronto 9, Ontario. WTD 6/20/63.

UN issues procedural guide

A copy of the procedural guide used by executing agencies of the United Nations Special Fund Projects in selecting engineering firms may be obtained on a loan basis from the Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. (Telephone: 202—WO 7-4674).

Guatemala invites bids for road construction

The Departamento de Bienes Nacionales, Licitaciones y Asuntos Alemanes, 3a. Calle 3-49, Zona 1, Guatemala City, is inviting bids for paving and road conditioning work, culverts and four bridges of Project 33, Inter-American Highway (32 kilometers), western section. Work is to be completed within a period of 360 days, to be counted from the date on which the contract is awarded. Extensions will be granted in accordance with the terms of the contract.

The bid deadline for this tender No. 16-63 is November 29 at 9:00 a.m. Correspondence is preferred in Spanish.

Plans and specifications may be examined by prospective bidders at the Bureau of Public Roads, 1717 H St., N.W., Washington, D.C., 20235. Contract Robert E. Ide, Asst. to the Regional Engineer, Inter-American Highway Region, Rm. 810. They are also available from Direccion General de Caminos, Guatemala City, upon supplying 500 sheets of white letter-size ditto paper and 100 yards of 42" wide heliographic paper.

A copy of the bid announcement is available on loan to firms located in the U.S. from the Building Materials and Construction Industries Division, BDSA-306, Rm. 4014, U.S. Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-3087).

Radio telephone service tenders sought by Sudan

Bids from U.S. industry are being solicited by the Ministry of Communications, Department of Posts and Telegraphs, for fixed radio telephone service between Khartoum and five other airports in the Sudan. The successful tenderer will be required to provide suitable staff and test equipment to carry out the installation of the equipment in Khartoum and in the other locations.

The tender designated as contract No. 167, which closes on December 16, includes all conditions of the contract, accompanied by specifications for the entire system.

Tenders should be addressed to the Controller, Stores and Workshops, Department of Posts and Telegraphs, Light Industrial Area Khartoum South in sealed envelopes and endorsed: "Tenders for the Supply of Radio Telephone Installation."

Copies of the tender are available on a short loan basis to companies located in the U.S. from the Electronics Division, BDSA, Rm. 4117, U.S. Department of Commerce, Washington, D.C., 20230. (Telephone: 202—WO 7-2328).

Iran invites filter bids

The Iranian Tobacco Monopoly is inviting bids for 117 million cellulose acetate filters. Bids must reach the Iranian Tobacco Monopoly's office at Tehran, Iran, by January 14, 1964.

A copy of the conditions and specifications is available to firms located in the U.S. from Chemical and Rubber Division, Rm. 4412, BDSA, U.S. Department of Commerce, Washington, D.C., 20230. (Telephone: 202—WO 7-3529).

Leads for Importers

Commodities are offered direct unless specified.

203 Canning, Preserving Foods

FRANCE—Frozen apricots (canino "oreillons"), peaches, good quality, in natural condition; frozen and packed at a temperature of —20°C., min. Direct sales preferred to wholesale importers. Etablissements A. Gre & Cie., 15 Cours du Chapeau-Rouge, Bordeaux, Gironde. WTD 10/24/63.

230 Apparel

GERMANY—Ski and tennis clothing (ladies, mens, boys, girls), made from cotton, wool, synthetic mixture fabrics, knitted elastic material. Wilhelm Feller, Allround-Sportbekleidungsfabrik, 197 Postfach, 43-47 Albertstrasse, 56 Wuppertal-Barmen. WTD 9/27/63.

233 Women's, Misses', Juniors' Outerwear

ISRAEL—Ladies' helanca stretch or lastex satin swimwear in latest styles, patterns. Cif quotations will be sent to U.S. inquirers upon request. "Israel Mastercraft" Dr. Martin Stern, P.O. box 14158, Tel Aviv. WTD 6/26/63.

281 Industrial Chemicals

YUGOSLAVIA—Organic and inorganic chemicals including industrial, pharmaceutical, laboratory chemicals; biochemicals; puffer substances. Direct and agency. Laboratoria Export-Import, 48 Ilica, Zagreb. For chemical detailed lists write to Commercial Intelligence Division, BIC, Rm. 1811, Department of Commerce, Washington, D.C., 20230. WTD 10/8/63.

285 Paints, Varnishes, Lacquers, Enamels

SWEDEN—Manufacturer, wholesaler, retailer wishes to sell home paint with a "two-color" effect. AB Alfort & Cronholm, Box 3112, Stockholm 3. WTD 10/8/63.

307 Plastics Products

FRANCE—Plastic lace in exclusive patterns. Sodiprom, 1 blvd. Montmorency, Paris 16e. WTD 8/8/63.

319 Leather Goods

MEXICO—Native leather handicrafts novelties. Artesania e Industrias Potosinas, A. C., c/o Camara Nacional de Comercio, Venustiano Carranza 1325, San Luis Potosi, S.L.P. WTD 10/21/63.

322 Glass, Glassware

FRANCE—Fiber glass tubes for use in public works. Sodiprom, 1 bld Montmorency, Paris 16e. WTD 8/8/63.

MEXICO—Hand-made, blown ornamental glassware. Artesania e Industrias Potosinas, A. C., c/o Camara Nacional de Comercio, Venustiano Carranza 1325, San Luis Potosi, S.L.P. WTD 10/21/63.

354 Metalworking Machinery

GERMANY—Diamond tools such as standard tools for the metalworking and processing industries, universal dressing tools for grinding machines, tandem tools, super polish turning diamonds for watchmaking and jewelry industries, diamonds for wire drawing mills, diamond grinding wheels, diamond saws for the stone industry and honing stones. Wilhelm Pricken, 18 Krafelderstrasse, 5 Koln. WTD 3/5/63.

SWEDEN—Oxygen and acetylene welding apparatus, equipment; direct or agencies. AB El- & Gassvetsning, Frigangen, Goteborg V. WTD 12/5/62.

361 Electric Transmission, Distribution Equipment

YUGOSLAVIA—Electrotechnical and electronic equipment including telecommunication systems, cinema equipment, electronic measuring instruments for general use, measuring instruments, meters, battery chargers, automobile electrical equipment, switches, relays, components, argon welding. Direct and agency. Laboratoria Export-Import, 48 Ilica, Zagreb. WTD 10/8/63.

362 Electrical Industrial Apparatus

SWEDEN—Welding electrodes; direct or agencies. AB El- & Gassvetsning, Frigangen, Goteborg V. WTD 12/5/62.

371 Motor Vehicles, Motor Vehicle Equipment

SWEDEN—Automobile accessories such as tire studs, windshield fans, windshield washers. Frank Dahlberg AB, Hornsgatan 67-69, Stockholm S. WTD 10/3/63.

381 Laboratory, Scientific, Research Instruments

YUGOSLAVIA—Laboratory apparatus, instruments for medical, clinical, hospital use: sterilizers, distillers, water baths, furnaces, ophthalmoscope. Direct and agency. Laboratoria Export-Import, 48 Ilica, Zagreb. WTD 10/8/63.

384 Surgical, Medical, Dental Instruments

SWEDEN—Disposable plastic syringes. Apotekarnes Droghandel AB, P.O. box 49, Goteborg 1. WTD 12/17/62.

386 Photographic Equipment

YUGOSLAVIA—Normal and anamorphic cinema lenses for 35 and 16 mm. cinemascope projections; projectors for 50x50 mm. slides in black and white or color. Direct and agency. Laboratoria Export-Import, 48 Ilica, Zagreb. WTD 10/8/63.

396 Costume Jewelry, Novelties, Buttons, Notions

SWEDEN—Wooden costume jewelry. Manufacturer interested in arrangements with department stores for direct import. Agenturfirman Fabimo, Skyllbergsgatan 5, Bandhagen.

399 Manufacturing Industries

AUSTRALIA—Tanned kangaroo skins furred. Heyworth & Sons, Pty., Ltd., 28 Collingwood St., Drummoyne, N.S.W. WTD 6/28/63.

599 Retail Stores

AUSTRALIA—Sea shells. Heyworth & Sons, Pty., Ltd., 28 Collingwood St., Drummoyne, N.S.W. WTD 6/28/63.

FRANCE—Oil paintings: canvas, unframed, 20x24" and larger; modern expressionist paintings of landscapes, sceneries, animals and other subjects. Direct to art dealers and individuals. Maison Sallefranque ("Yilla de Lann"), 27 Rue Rossini, Pessac, Gironde. Request replies in French. WTD 10/22/63.

Refinery in Argentina to be modernized

Yacimietos Petroliferos Fiscales (Argentina State Oilfields) is inviting bids for the modernization of the La Plata refinery, located in La Plata, Province of Buenos Aires, Argentina.

Bids are requested for the overhaul and reconstruction of the La Plata refinery to provide that present processing capacity of crude be maintained, fuel oil production lowered, productivity of gas oil, diesel oil, and gasoline be increased, and the octane value of gasoline be increased. Bid (Licitacion Publica) No. 401/63, closing date December 16.

Specifications may be obtained from Argentina State Oilfields, 1271 Ave. of the Americas, New York, N. Y., upon payment of approx. $3.50.

One copy of the announcement is available for reference only, Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D. C., 20230. (Telephone: 202-WO 7-4242)

Institute in Iran wants specialists

The Industrial Management Institute, an affiliated organization with the Ministry of Economy of the Iranian Government, located in Tehran, Iran, desires consulting and recruiting services of well known and experienced recruiting firms in order to interview and hire about 175 to 180 industrial specialists in various fields.

All qualified and interested firms are requested to contact the Iranian Economic Mission at 1413 K Street, N.W., Washington 5, D.C., to obtain specifications booklet.

Offers must be submitted to the Iranian Economic Mission not later than December 3.

Bid deadline extended

The Controller of Stores, Hindustan Shipyard Ltd., Visakhapatnam 5, Andhra, has extended the bid deadline on heating, ventilation, and air conditioning equipment from October 31 to December 31 (INTERNATIONAL COMMERCE, Oct. 7, p. 24).

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from the G.I.E.C. Division, B.D.S.A., Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Irrigation equipment sought by Burma

The Irrigation Department of the Revolutionary Government of the Union of Burma is inviting tenders for the supply of one radial gate and hoisting mechanism.

The gate should be designed to withstand and operate under a head of 75 feet (static) of water and when subject to this hydraulic loading, the stress in any part of the gate should not exceed 6 tons per square inch.

The drawing may be obtained from the Works Officer for the Chief Engineer, Irrigation Department, Revolutionary Government of the Union of Burma, 9/21 Strand Rd., Rangoon, Burma, upon payment of K 15/- (approx. $3.15).

A copy of the tender notice is available for review in the office of the Building Materials and Construction Industries Division, BDSA, Rm. 4014, U.S. Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-3602).

Korea issues bid invitation for fertilizer plant needs

The Republic of Korea announces an invitation to bid on laboratory equipment and chemicals to be used in a fertilizer plant. About 200 items in various quantities and units are included in the amount of $79,280 in tender No. KFX 3083-S.

The bid deadline is November 28.

Terms and specifications may be obtained from Mr. Myong Nam Ahn, Procurement Attache, Korean Embassy, Washington, D.C. A review copy is available in the Scientific, Photographic and Business Equipment Division, BDSA, U.S. Department of Commerce, Washington, D.C., 20230.

Greece wishes to buy knapsack power sprayers

The National Tobacco Board in Athens, Greece, wishes to purchase 5000 knapsack power sprayers which can be also used as dusters. Included also in tender No. 11476 is a supply of repair parts required for normal operation for at least one year.

The closing date for bids is December 10.

Copies of the tender may be obtained by firms located in the U.S. from the ACME Division, BDSA, U.S. Department of Commerce, Washington, D.C., 20230.★ (Telephone: 202-WO 7-4319)

Iraq extends deadline

The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, has announced that the bid deadline of the tender for the supply of bolts and nuts has been extended from November 3 to December 8 (INTERNATIONAL COMMERCE, Sept. 16, p. 30).

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from the G.I.E.C. Division, B.D.S.A., Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202—WO 7-5589).

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230 or telephone: 202—WO 7-4674 in Washington.

ARGENTINA—A $15 million port improvement and development program has been announced for the Port of Rio Gallegos. A major feature of this scheme is the construction of lock over a 15 km. harbor area. Only firms of nations affiliated with the Organization of American States will be considered.

AUSTRALIA—Construction of a 14 million pound dam on the lower Murray River has been authorized by the Australian Parliament.

The proposed water storage dam will be built at Chowilla, S. Australia, approx. six miles downstream from the Victorian-South Australian border. Plans call for an earth and rock fill dam 41 ft. high and 3½ miles long, with a concrete spillway section. When completed, the dam will create a 500 sq. mile reservoir, the largest in Australia, with a capacity of 4,750,000 acre ft.

Construction work will be under the direction of the South Australian Ministry of Works, on behalf of the River Murray Commission. The Commonwealth Government will pay 25 percent of the cost of the Chowilla Dam, with similar amounts to be paid by the states of New South Wales, South Australia and Victoria. The project is not expected to be completed much before 1970.

Decision on an auxiliary phase of this project, that is, incorporation of a 4'6" barye lock at an additional cost of 1. million pounds has not been made yet.

CANADA—It is reported that a new bridge of the St. Lawrence River, Quebec, will be constructed in 1964. The proposed bridge, approx. 8850 ft. long will connect Trois Rivieres and St. Gregoire de Grand. The Quebec Roads and Public Works Dept. is planning this 4 lane bridge in cooperation with the Corp. du Pont de Trois Rivieres, Trois Rivieres, Quebec.

GHANA—It has been announced that the Government of Ghana has approved the construction of two major hotels. The luxury class hotels will be located at the International Airport of Accra and in the city of Tema. Financing for these hotels has been provided by the French firm Sodefra. Further details are available from the Principal Secretary, Ministry of Industries, Accra, Ghana.

ISRAEL—Plans have been advanced for housing developments in Jerusalem, Rehovot, and Haifa. Included in these projects are a 450 luxury apartment building; a high-rise building with six-hundred apartments, and a 250 unit housing project. These apartment projects are sponsored by the Danya Development Corp. (Address: Hod Hacarmel, Haifa, Israel). Approval to commence construction is pending go-ahead decisions by planning commissions. It is reported that the corporation is also constructing a large apartment development in Cyprus.

NYASALAND—Consideration is being given to the construction of a modern international hotel to be located either in Blantyre or in Zomba. It is desired that the hotel be completed by Independence Day, July 6, 1964. Inquiries should be directed to Mr. John Msonthi, Minister of Trade and Industry, Blantyre, Nyasaland.

SIERRA LEONE—The Government of Sierra Leone, it is reported, has decided to improve Lungi Airport. The airport expansion project which is part of Sierra Leone's Ten Year Development Plan will be financed by Britain. An integral part of the expansion is the construction of extensions to the airfield.

SYRIA—A recent announcement in Aleppo states that a one year study is being made by the French Co., "Sevrolik," for the purpose of designing an electrical network which will connect the major cities of Western Syria: Damascus, Homs, Hama, Alippo, Latakia, Banias and Tartous. The study is being prepared for the Electricity and Transport Company of Aleppo.

The actual installation of the network is expected to take an additional three years, bringing the total cost of the project to about 60 million Syrian pounds (approximately $20 million dollars).

Upon completion of the study, international tenders are expected to be offered for the actual installation and execution of the project.

THAILAND—As a result of a $19 million Export Import Bank of Washington loan, financing has been secured for the construction of 59 miles of road along the Gulf of Thailand from Bangkok to Sriraja. This highway is part of Thailand's over-all program to improve 4,000 km. of highway and to build 1,500 km. of new highway over a period of eight years.

The route of the Bangkok-Sriraja road was determined from studies and engineering designs submitted by Baker-Wibberly-Upham and Associates of Hagerstown, Maryland, with concurrence by Eximbank engineers. A qualified U.S. contractor will be selected to perform construction under a unit price contract and a performance bond. The movement of equipment, materials and personnel to Thailand is anticipated.

UNITED ARAB REPUBLIC—A luxury-type hotel is being planned for Cairo by the International Hotels Corp. of New York City. The specifications of this AID sponsored project call for a 600 room, luxury class hotel, which is to be constructed on an island in the Nile River. Additional information may be obtained from the Agency for International Development, Washington, D.C.

Time for bids given by Burma

The Chairman, Civil Stores Committee, St. Johns Rd., Rangoon, Burma, has announced the extension of the bid deadline for the supply of metal working punches.

The deadline for tender No. GH/63/G-II (63-64) has been extended from November 11 to November 28. (See INTERNATIONAL COMMERCE-Nov. 4, p. 45).

Only telegraphic bids, followed by detailed specifications, will be acceptable during the extended period.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ARGENTINA—Hector Mario Langer and Jose Maria Gonzales, representing The Lan-Con International Market, Libertad 420, Buenos Aires, interested in developing U.S. market for **foodstuffs, leather products, wool, wool by-products, synthetic fiber knitwear, metal products;** also, agency arrangements for machinery and raw materials for metal working and textile industries. First week of December via San Antonio. c/o Raul Wapnir, 2426 W. Garrison Ave., Baltimore 15, Md. or Argentine Consulate, 12 W. 56th St., New York, N.Y. Itinerary: San Antonio, Baltimore, New York, Los Angeles.

CHILE—Kurt Bukofzer, representing Kurt Bukofzer & Cia., Ltda., Avenida Portugal 1693, interested in visiting **wool flat knitting factories** to discuss possibilities of manufacturing under license or joint venture; also requesting technical information for same. Here for 6 weeks. c/o Fischer, 75-71 180th St., Flushing, N.Y.; Benjamin, 422 S.A., Willaman Dr., Los Angeles, Calif. Itinerary: New York, Portland, Los Angeles, San Francisco.

COSTA RICA—Lic. Amando Padilla, owner and manager of Laboratorios Ancla, Ltda., Apartado 3434, San Jose, interested in **general pharmaceutical products**—prepared as well as raw materials (fine chemicals and drugs) used in manufacture. December 2 via Miami for 6 months. c/o Pacific Sheraton Hotel, Broadway & 34th St., New York, N.Y. Itinerary: Miami, New Orleans, Indianapolis, New York.

FRANCE—Francois Lamotte, representing Marcum, 24 rue de Tournai, Tourcoing (Nord), interested in importing U.S. manufactured **giftware and gadgets.** Here for two weeks. c/o Tom Davis, 315 58th St., New York, N.Y. Itinerary: New York, Washington, Connecticut States.

GERMANY—Ludger Vietmeyer, representing Ostermann & Scheiwe, Munster/W., Hafenweg 31, interested in importing **lumber, stains, paints.** Here for 3 weeks. c/o Hotel Plaza, Union Sq., San Francisco, Calif. Itinerary: San Francisco, Portland, Seattle, Washington, New York.

INDIA—S. L. Kapur, representing Burlingtons Exports, Taj Mahal Hotel, Bombay 1, interested in arranging system of distribution in U.S. for **handloom fabrics, wearing apparel, handicrafts, brassware;** also, acting as commission house for U.S. department stores. First week of December via New York for 6 weeks. c/o American Express Co., Inc., Fifth Ave., New York, N.Y. Itinerary: Boston, Chicago, Dallas, Los Angeles, Miami, New York, San Francisco.

ITALY—Claudio Borello, representing S.A.I.A.G., (Societa Anonima Industria Articoli Gomma), via Montecuccoli 9, Turin, interested in exchanging know-how and establishing joint venture. S.A.I.A.G., importers of **raw and synthetic rubber, carbon black, plasticizers,** specialize in the production of technical rubber articles mainly for the automotive industry. Here for two weeks. c/o Rolland Co., 246 Fifth Ave., New York, N.Y. Itinerary: New York, Chicago.

MEXICO—Antonio Aguillon Arenas, heading group of 26 graduate engineers, School of Biological Sciences, National Polytechnical Institute, interested in visiting **food, drug, and alcoholic beverage processing industries; also Chicago stockyards.** Here for 40 days. c/o Department of Commerce Field Offices in Dallas, St. Louis, Milwaukee, Chicago, Buffalo, New York, Philadelphia, New Orleans. Itinerary: San Antonio, Dallas, Tulsa, Springfield, Mo., St. Louis, Peoria, Milwaukee, Chicago, Kalamazoo, Ann Harbor, Buffalo, New York, Philadelphia, Washington, Roanoke, Greenville and Montgomery, Ala., New Orleans, Baton Rouge, Galveston, Corpus Christi.

NETHERLANDS—Mr. D. Wissink owner of Caravan-Import Dick Wissink, 218 Oud-Loosdrechtsedijk, Oud Loosdrecht, interested in contacting U.S. manufacturers of **camping trailers** with a view of importing same and requesting technical information on residential camping sites. Here for 2 weeks. c/o T.W.A. Heslenfeld, 6140 N. Oakland Ave., Indianapolis, Ind. Itinerary: New York, Boston, Indianapolis.

PAKISTAN—Mukhtar Ahmad Aziz, Works Manager, Climax Engineering Co., Ltd., G.T. Rd., Gujranwala, interested in contacting **manufacturers of transformers and electric motors; exporters of raw materials for these items.** Here for 5 weeks. c/o Cincinnati Milling Machine Co., Cincinnati, Ohio. Itinerary: Providence, South Bend, Detroit, Cincinnati, Cleveland, Chicago, Dayton, Athol, Mass., Flint, Dearborn.

Saleem Mallick, representing Jasaco, 5 Scotch Corner, Upper Mall, Lahore, interested in **exporting towels, hosiery, ready-made garments; importing hosiery manufacturing machinery;** also, requesting technical information for above. First week of December via New York for 1 month. Itinerary: New York, Washington, Chicago, San Francisco.

SINGAPORE—NG Chit Cheong, representing Chu Cheong Co., Ltd., 211-A Victoria St., P.O. box 1151, interested in importing **automotive replacement parts.** Here for two weeks. c/o Hotel Wentworth, 59 W. 46th St., New York, N.Y. Itinerary: New York, Buffalo, Washington, Chicago, Los Angeles, San Francisco, Honolulu.

Battery bid deadline extended

The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, has extended the bid deadline for the supply of 12,250 lead acid, S.L.I. type storage batteries.

Tender No. EME/3/1963 is extended from October 23 to November 27. (INTERNATIONAL COMMERCE, Sept. 2, p. 34)

Tenders are to be submitted to the Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. A copy of the specifications is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4242).

Overanxious

Wanting too much too soon may lead to the downfall of one of the most promising and "one of the most ambitious projects yet undertaken by the Alliance for Progress," warns Stefan H. Robock in a book published recently by the Brookings Institution on *Brazil's Developing Northeast: A Study of Regional Planning and Foreign Aid.*

Mr. Robock points to the dangers likely to face a newly developing region if government planners and aid consultants concentrate too heavily on short-term, easily attainable targets.

A quick-results policy is one thing, he says, but the building up of indigenous institutions, providing the education, skills, machinery, and administration necessary for a self-sustaining economy, is quite another.

What is required, states Mr. Robock, is the "appropriate mix" of both short-term and long-term projects that meet the objectives of American aid as well as the long-range development needs of the region itself.

Yet, despite the Northeast's present economic distress and low per capita income, Mr. Robock is optimistic about the region's future:

> My principal explanation for this phenomenon is that I am evaluating Northeast Brazil against its own situation in the past, rather than in relation to other more fortunate areas. . . . I give more weight to the momentum of development than I do to static comparisons of the current situation.

The "momentum of development" to which Mr. Robock refers is Brazil's rate of economic growth in the last decade, one of the fastest in the Western World. (Between 1955 and 1960, the Northeast developed at a faster rate than any other region.)

Order from the Brookings Institution, 1775 Massachusetts Ave., N.W., Washington 36, D.C. $3.50. Paperbound: $2.

New Books and Reports

***British Economic Growth; 1688-1959: Trends and Structure.* By Phyllis Deane and W. A. Cole. Published by the Cambridge University Press. London, 1963. Approx. 300 pp. $11.50.**

The 8th in the series of Cambridge University's Department of Applied Economics monographs. The text is supplemented with 91 tables, 6 figures, a fold-out chart and an extensive bibliography.

The authors have set out to establish the main quantitative features of the British economy over as long a period as the available statistics permit; their starting point is 1688. It is inevitable that, over so long a period, the reliability of the data varies considerably; the authors have been careful to note weaknesses where they exist.

The book is the first attempt to tell the story of British economic development in quantitative terms.

Order from the Cambridge University Press, American Branch: 32 East 57th Street, New York, N.Y., 10022.

***The Economics of Middle Eastern Oil.* Charles Issawi, et. al. 1962. Frederick A. Praeger, Inc., 64 University Pl., New York 3, N.Y. 230 pp. $8.**

Examines growth of the petroleum industry in the Middle East, 1948-1960—industry's investment in the region, pricing system and receipts, costs, outlays, returns on investment, local government receipts, contribution to local economies, recent changes and trends. Includes statistical appendix, summary of concession agreements, and bibliographical notes.

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1963. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C., 20402.**

Foreign Trade Regulations of India. OBR 63-120. 8 pp. Describes the Government's trade policy, import tariff system, sales and other internal taxes, documentation and fees, labeling and marking requirements, special customs provisions, nontariff import trade controls, Indian export controls, and U.S. controls affecting trade with India.

Foreign Trade Regulations of Nigeria. OBR 63-122. 10 pp. Covers the same areas as the booklet on Indian regulations mentioned above.

Basic Data on the Economy of the Republic of Ireland. OBR 63-123. 8 pp. Outlines the structure of the economy, foreign and U.S. trade, finance, economic expansion program, marketing procedures and trade practices.

Free

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Bureau of International Commerce, Office of Publications and Information, U.S. Department of Commerce, Washington, D.C. 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

***Tax Policy on U.S. Investment in Latin America.* A Symposium published by the Tax Institute of America. Princeton, N.J. May, 1963. 275 pp. $7.**

The Institute's symposium was planned to focus attention on tax policies of Latin American countries as they apply to U.S. private investments, inter-American programs of cooperation relating to tax matters, and U.S. tax policies affecting private investment in Latin American countries.

The opening section discusses recent Latin American tax trends, the taxation of agriculture in Latin Ameria, and how to plan a tax policy for a Latin American nation. Part Two treats the tax systems of 7 Latin American countries.

Organizations and projects for inter-American tax cooperation are discussed in the third section, including an outline of a Latin American common market's tax problems; the expanded program for Internal Revenue Service technical assistance in tax administration; and reports on the conferences and activities of the joint tax program of the OAS, the Inter-American Development Bank, and the Economic Commission for Latin America.

The final section considers U.S. tax policies affecting private investment in Latin America, and the impact of the Revenue Act of 1962. Practical implications of U.S. tax policy and the effect of Treasury Department proposals on the tax status of investors in Latin America are also covered.

Copies can be ordered from the Tax Institute of America, 457 Nassau Street, Princeton, N.J.

The Institute also publishes *Tax Barriers to Trade* ($2.50) and *Taxation and Operations Abroad* ($6).

***International Market and Facilities in Japan.* (Article.) International Insurance Monitor, 51 Chambers St., New York 7, N.Y. Aug. 1963, 212 pp. Subscription rate $10 per yr.; $1 per single issue.**

Describes insurance situation in Japan for U.S. business, giving a history of the industry and present conditions of fire, marine, casualty, automobile and typhoon insurance. Also outlines workman's compensation requirements, and American investment.

***Directory of American Importers and Exporters.* (2d Ed.) 1963. World Wide Trade Service, Medina, Wash. 100 pp. $5.**

Alphabetical listing of products (in English) with names and addresses of American export or import firms for each, with products index in English, French, German, and Spanish. Lists American Consulates abroad, foreign Consulates in U.S., international advertising agencies, foreign Chambers of Commerce and foreign trade associations in U.S.

***The New Nations of Africa.* Ben Wattenberg, et al. 1963. Hart Publishing Co., 74 Fifth Ave., New York 11, N.Y. 479 pp. $10.**

An introduction to Africa's emerging new nations, describes 29 new African countries and events to February 1963. Presents for each country: history; geographic area, terrain, climate; industry; trade; transportation; communications; education and health facilities; currency; form of government, with biographical sketch of government leaders. 30 maps and over 300 photographs.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1963—701957/18

Calendar

for international traders

November

18-20—50th National Foreign Trade Convention. The Waldorf-Astoria, **New York, N.Y.** Theme: "The United States In World Markets—Charting the Course for Coming Years." Sponsored by the National Foreign Trade Council.

19—Monthly Luncheon Meeting of the Cedar Rapids Chamber of Commerce's Foreign Trade Bureau. Roosevelt Hotel, *Cedar Rapids, Iowa.* Speaker: Philip G. D. Adams, British Consul General in Chicago.

19—Workshop on the European Economic Community, **Kansas City, Mo.** Sponsors: International Trade Club of Kansas City and the Dept. of Commerce's Kansas City Field Office.

19—Annual meeting of the Cincinnati Assn. of Credit Management, **Cincinnati, Ohio**—"Little White House Conference" presentation by R. M. Luckey, Cincinnati Field Office Director, and Dr. K. Wilson, Univ. of Cincinnati.

19—International Trade Conference, **Longview, Tex.** Sponsored by the East Texas Chamber of Commerce and the U.S. Dept. of Commerce's Dallas Field Office.

19—"White House Conference on Export Expansion" report by St. Louis delegate Walt Marsh of Marsh Stencil Machine Company to League of Women Voters at Bishop Tuttle Memorial at 12:15 p.m. **St. Louis, Mo.**

19—Export Expansion Consultation/Conference to be held in conjunction with "Opportunities Unlimited" Federal Industrial Procurement Conference at Military Records Center, **St. Louis, Mo.** from 9 a.m. to 4 p.m. St. Louis Regional Export Expansion Council members to staff Department of Commerce exhibit.

20—Mid-South Exporters' Roundtable, **Memphis, Tenn.** "Shipping and Forwarding Problems" panel.

21—Export Opportunities Conference, **Oxford, Miss.** Sponsored by Univ. of Mississippi, Regional Export Expansion Council, Small Business Administration and Memphis Field Office.

21—World Trade Club of Detroit monthly meeting, at Pick Hotel, Fort Shelby, **Detroit, Mich.**

21—Philadelphia Foreign Traders Assn., Dinner Meeting devoted to discussion of White House Conference recommendations 6:30 p.m. at the Sheraton Hotel, **Philadelphia, Pa.**

21—Monthly dinner meeting of World Trade Club of St. Louis at Schneithorst Restaurant, **Ladue, Missouri.**

21—Lecture on "The Common Market in Economic Perspective," by Howard S. Piquet, international economist with the Library of Congress. NYU School of Commerce, Accounts and Finance, **New York, N.Y.**

21—Conference on the Institutional Potential in Overseas Trade. Drake-Oakbrook Hotel, **Oak Brook, Ill.** Sponsor: Institutional Food Manufacturers Assn.

21—Asian Pacific Public Relations Seminar. Monarch Room, Royal Hawaiian Hotel, **Honolulu, Hawaii.** Commerce Speaker: Secretary of Commerce Luther H. Hodges. Subject: Pacific Exports.

22—Business Opportunities Conference, **Milwaukee, Wis.** Sponsor: Milwaukee Assn. of Commerce.

22—Missouri Export Expansion Conference. Sheraton-Jefferson Hotel, **St. Louis, Mo.** Sponsors: St. Louis Regional Export Expansion Council and the Chamber of Commerce Executives of Missouri.

25—Michiana World Trade Club Meeting. Adams and Westlake Company, **Elkhart, Ind.**

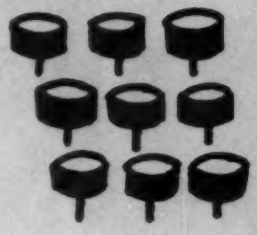
25—Monthly meeting of Southern Illinois Incorporated at Engels Restaurant, **Carbondale, Ill.** "E" Award ceremonies sponsored by St. Louis Regional Export Expansion Council and Southern Illinois Incorporated.

26—Memphis World Trade Club, Hotel Claridge, **Memphis, Tenn.**

December

3—Monroe Conference on Exports, Northeast Louisiana State College, **Monroe, La.** Sponsored by: Northeast Louisiana State College, Regional Export Expansion Council, Monroe Chamber of Commerce, Small Business Administration, New Orleans Field Office, U.S. Department of Commerce.

In addition to



all of the usual departments and features

International Commerce

will include in the five December issues

Checklist

A complete list of all publications available through the Department of Commerce (and many from other sources) of interest to the world trader.

International Trade Fairs

A worldwide list of Trade Fairs, when and where, that are important in world trade.

Trade Mission Reports By

U.S. businessmen just back from:

Malaysia	Kenya
Hong Kong	Tanganyika
Austria	Uganda

plus many other articles on world trade.

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